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Professional Builder & Remodeler

THE ONE MAGAZINE FOR THE DIVERSIFIED BUILDER

JULY 1992

ANNUAL REPORT OF HOUSING'S GIANTS

The Largest Builders Of 1991 . . . 80

The Industry Outlook At Mid-Year . . . 12

Exclusive Salary Survey . . . 46

Award-Winning West Coast Designs . . . 72

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Professional Builder & Remodeler

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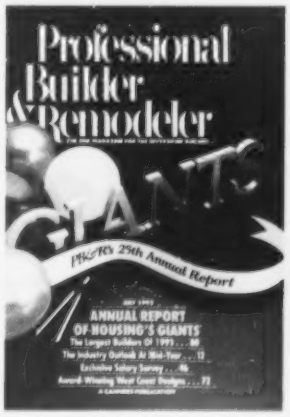


On The Cover

In this issue, we present our 25th ANNUAL REPORT OF HOUSING'S GIANTS®. While it was the industry's worst year since World War II, there are many strong performers worth watching. Coverage begins on page 80. Cover photography by Marc Berlow.

Gold Nugget award winners: p. 72.

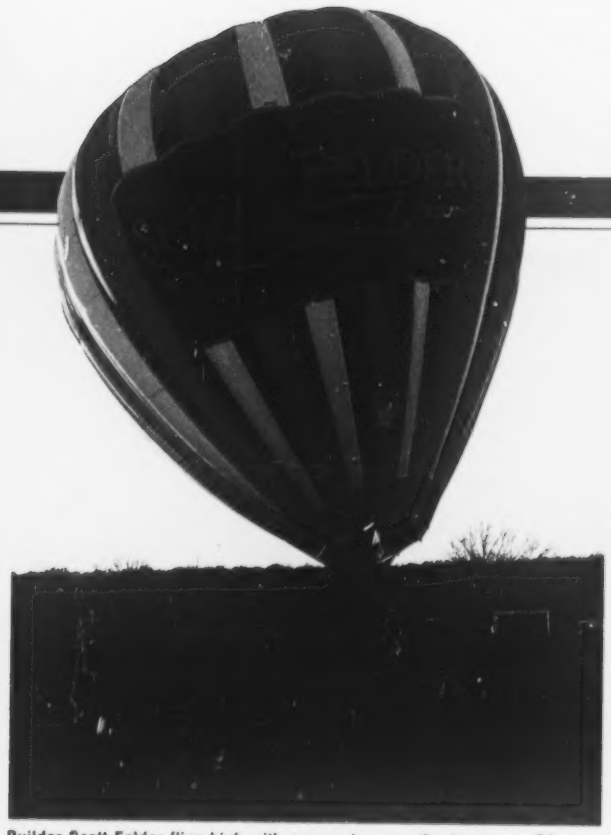
FEATURES

1992 Gold Nugget Award Winners 72

Here is a series of design "gems" from the West. The Gold Nugget Awards are sponsored by the Pacific Coast Builders Conference and co-sponsored by Sun/Coast Architect/Builder *magazine.*

25th ANNUAL REPORT OF HOUSING'S GIANTS® 80

Our "silver anniversary" celebration is a bit muted this year. But when an industry is in flux, there is also opportunity as companies prepare for better times ahead. Our complete report includes a statistical overview (beginning on page 80), capsule company reports (beginning on page 88), and a quick reference index (page 118).



Builder Scott Felder flies high with aggressive growth strategy: p. 54.

Latest new products: p. 122.

DEPARTMENTS

Editorial: Survival Tips For Hard Times. . . 9

Money: Bridge Loans May Provide Help. . . 20

Remodeling: Direct Mail Marketing. . . 38

Inside Housing: Fourplexes Return. . . 50

Product Showcase. . . 122

New Product Lit. . . 126

Literature Digest. . . 135

House Plans. . . 143

Business

■ The housing market's outlook at midyear indicates that oil-patch cities will record the biggest gains in 1992: *p. 12.* Industry experts say they're most concerned about decreasing funds and increasing regulation: *p. 16.*

Markets

■ Here's the story of how one builder sold and framed 211 houses in three months: *p. 27.* Designing new homes with traditional and historical touches presents special challenges: *p. 32.*

Management

■ According to an exclusive survey, as building executive salaries and bonuses drop, the industry's "high-roller" image seems to be disappearing: *p. 46.*

Technology

■ Using safe building products in a home remodeling reduces the chemically sensitive owners' exposure to synthetic materials: *p. 121.* Austin, Texas, builder Scott Felder used an aggressive growth strategy to prosper during the state's market bust. Now, he's flying high: *p. 54.*

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BUSINESS

■ INDUSTRY OUTLOOK

Oil Patch Cities To Record Biggest Building Gains In 1992

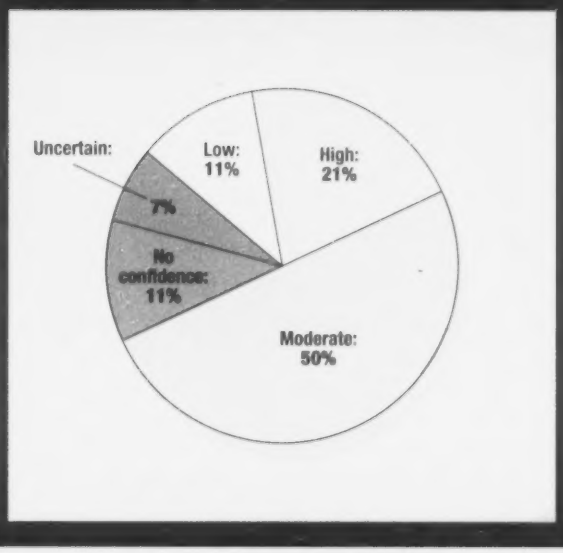
Key concerns: consumer confidence and the scarcity of money.

According to an exclusive *PB&R* survey, builders are somewhat more upbeat about business prospects for the rest of the year, although they're still very worried about lagging consumer confidence.

As the charts on the following pages indicate, there are plenty of "lookers" (model home traffic is up, say 68% of builders) but relatively few convert to buyers.

According to the survey, which was conducted in April-May of this year, the biggest problems facing the market right now are buyer demand and a scarcity of money. In the long run, builders see government regulation and land availability as key obstacles.

How Do Builders Rate Consumer Confidence?



Cahners Economics has revised its forecast of the top residential construction markets for 1992 (details are shown on the following page). The chart data shows projected city rankings for 1992, population and employment trends, and final construction values.

Cities projected for big increases this year include Dallas, Houston, Denver and Honolulu.

In general, residential construction growth markets have been heavily dominated by areas in which natural resources are an important part of the economic base. Most of the high-growth areas are either highly dependent on oil or are located in the Mountain region. □

What Will Be The Biggest Constraints On The Market Over The Short Term?

1. Buyer economics/demand
2. Money availability
3. Supply prices
4. Price of buildable land
5. Government regulation

What Will Be The Biggest Constraints On The Market In The Long Run?

1. Government regulation
2. Availability of buildable land
3. Price of buildable land
4. Money availability
5. Buyer economics

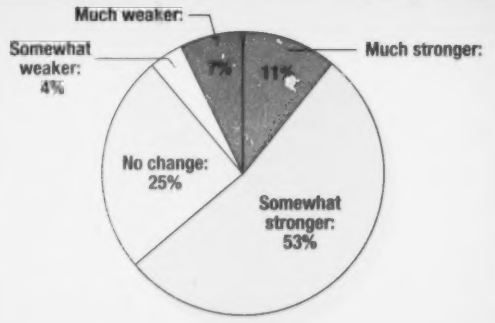
What Will Be The Hot Markets In 1992?

1. Affordable housing
2. Move-up housing
3. Residential remodeling
4. Move-down housing

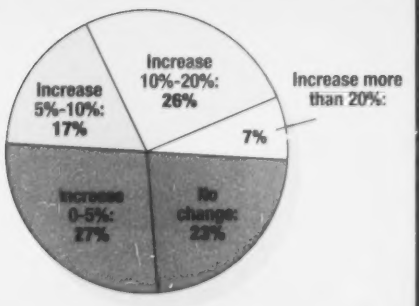
What Will Be The Hot Markets In 1993?

1. Affordable housing
2. Move-up housing
3. In-city/infill housing
4. Luxury housing
5. Residential remodeling

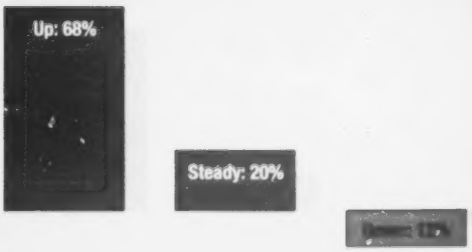
Industry Outlook For Rest Of 1992



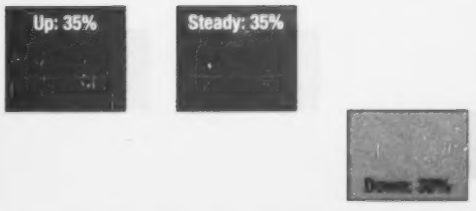
What Impact Would President Bush's First-Time Buyer Incentives Have On Sales?



How Is Your Current Model Home Traffic Compared To Previous Six Months?



What Is Your Percent Of Sales To Traffic Compared To Previous Six Months?



Mid-Year Outlook
(continued)

Total New Residential Construction

Projected 1992 Rank as of 2/92	Projected 1992 Rank as of 9/91	Metropolitan Area	Value 1991 ($000)	Value 1990 ($000)	% Change	Final 1991 Rank	Average Permit Value ($)	Popul. Growth 1980-90	Employ. Growth 11/90 to 11/91
1	2	Phoenix, Ariz.	1,597,427	1,288,322	24.0%	4	107,188	40.6%	0.0%
2	7	Atlanta, Ga.	1,840,244	1,824,398	0.9%	2	78,312	32.5%	−2.4%
3	4	Dallas, Texas	1,345,051	1,214,985	10.7%	7	94,443	30.4%	−0.2%
4	1	Los Angeles-Long Beach, Calif.	1,985,677	2,875,559	−30.9%	1	124,925	18.5%	−1.1%
5	8	Minneapolis-St. Paul, Minn.	1,376,725	1,358,269	1.4%	6	100,948	15.3%	0.4%
6	5	Houston, Texas	1,075,678	997,896	7.8%	12	79,234	20.7%	1.1%
7	11	Detroit, Mich.	1,203,285	1,200,108	0.3%	9	84,912	−2.4%	−1.9%
8	10	Riverside-San Bernardino, Calif.	1,676,832	2,997,907	−44.1%	3	103,906	66.1%	0.3%
9	13	Washington, D.C.	1,415,908	1,648,414	−14.1%	5	78,175	20.7%	−1.8%
10	6	Las Vegas, Nev.	1,173,401	1,142,725	2.7%	11	66,256	60.1%	0.0%
11	14	Chicago, Ill.	1,320,883	1,660,354	−20.4%	8	108,474	0.1%	0.3%
12	12	Denver, Colo.	777,025	492,152	57.9%	20	125,327	13.6%	2.0%
13	3	San Diego, Calif.	1,177,605	1,803,276	−34.7%	10	149,007	34.2%	−1.8%
14	9	Honolulu, Hawaii	669,771	401,876	66.7%	25	162,645	9.7%	0.4%
15	23	Philadelphia, Pa.	893,488	937,253	−4.7%	16	80,734	3.0%	−1.2%
16	25	Tampa-Clearwater, Fla.	817,567	864,118	−5.4%	19	74,102	28.2%	0.1%
17	18	Indianapolis, Ind.	747,845	739,672	1.1%	21	101,170	7.1%	2.1%
18	29	Columbus, Ohio	700,252	676,575	3.5%	23	83,473	10.7%	0.8%
19	15	Orlando, Fla.	972,008	1,238,332	−21.5%	15	72,728	53.3%	−1.5%
20	24	Baltimore, Md.	854,740	903,131	−5.4%	17	76,969	8.3%	−2.0%
21	19	Kansas City, Mo.	645,601	656,592	−1.7%	27	87,492	9.3%	−0.3%
22	26	St. Louis, Mo.	658,944	674,745	−2.3%	26	80,534	2.8%	−0.9%
23	35	Cincinnati, Ohio	582,859	551,294	5.7%	31	75,217	3.7%	0.3%
24	20	Sacramento, Calif.	1,049,822	1,884,161	−44.3%	13	106,896	34.7%	−0.5%
25	16	Seattle, Wash.	1,032,904	1,785,665	−42.2%	14	99,432	22.7%	0.9%
26	34	Charlotte, N.C.	627,741	694,819	−9.7%	29	74,395	19.6%	−0.3%
27	40	West Palm Beach, Fla.	639,593	686,142	−6.8%	28	85,236	257.3%	−1.6%
28	22	Raleigh-Durham, N.C.	536,565	490,299	9.4%	35	83,279	31.2%	−0.4%
29	36	Fort Worth-Arlington, Texas	523,375	507,731	3.1%	37	100,533	36.9%	−1.1%
30	21	Jacksonville, Fla.	530,511	521,717	1.7%	36	72,031	25.5%	−0.3%
31	43	Cleveland, Ohio	562,528	570,424	−1.4%	34	116,586	−3.6%	−0.4%
32	—	Miami, Fla.	575,863	670,068	−14.1%	32	78,062	19.2%	−3.5%
33	17	Anaheim-Santa Ana, Calif.	835,706	1,057,824	−21.0%	18	126,049	24.7%	−1.4%
34	30	Oakland, Calif.	720,481	799,111	−9.8%	22	106,423	18.2%	−0.6%
35	—	Fort Lauderdale, Fla.	585,027	813,006	−28.0%	30	90,899	23.3%	−1.6%
36	—	Portland, Ore.	682,245	915,484	−25.5%	24	90,507	12.1%	1.1%
37	38	Nashville, Tenn.	450,902	409,922	10.0%	41	80,275	15.8%	0.7%
38	44	Pittsburgh, Pa.	429,336	388,399	10.5%	43	91,738	−7.3%	−0.2%
39	28	Salt Lake City, Utah	418,013	318,904	31.1%	45	88,675	17.8%	2.3%
40	—	Boston, Mass.	477,968	462,439	3.4%	40	110,055	2.3%	−4.2%

■ COMPENSATION

Building Executive Salaries, Bonuses Drop As Recession Persists

According to an exclusive salary survey, lavish bonus plans and the industry's "high-roller" image seem to be disappearing.

While the seemingly limitless compensation of some corporate types has garnered bad publicity in *Business Week* and *Forbes* recently, home building executives are taking big hits to protect their people. According to our 1991-'92 Residential Builders Compensation Survey, overall compensation dropped 12% last year, grounded primarily in even larger declines in bonuses.

For example, CEOs and COOs saw overall cash compensation drop 32% and 30% respectively, and bonuses were off 43% and 46%. Other big losers were the Top Development Executives, CFOs, Construction Executives and Profit Center Heads.

Even in the face of this lingering recession, we're seeing a lot of interest in compensation. Nearly 85% of survey respondents said they think it is time to re-evaluate the way executives are paid in this industry. CEOs are searching for ways to relate incentives to the "real" bottom line, while holding on to key people. They are reconsidering the "flashy" personalized incentive plans of the high-roller 1980s and opting for more company-wide incentives.

The day may come when we see sales commissions and unit-production incentives disappear altogether. The rationale: Why should these people get their incentives off the top, before profits are calculated?

The current recession has hit builders hard: 95% of our survey participants eliminated and/or consolidated a number of positions. While many of the companies have held on to their good-performing, long-term employees, more than half had to cut staff and salaries in order to do so. While 65% of the participants have maintained their annual incentive programs, 20% did not pay any last year. Also, another 41% did not pay any long-term incentive last year.

The recession also has taken its toll on fringe benefits. For example, 84% of respondents reduced their major medical group-insurance coverage, and 17% said that their life insurance programs had been affected.

By Lee Stephens, Lee Stephens & Associates

San Diego, Calif.-based Lee Stephens & Associates has conducted the Residential Builders Compensation Survey annually since 1974. This year, 65% of participants were from the west, while 35% were from the east. Privately held firms account for 63% of responses, with publicly held firms or their subsidiaries accounting for the rest.

Builders pay a participation fee and provide their data. In return, they receive a 2-inch-thick report. Contact the firm at 619-459-9258.

Executive Pay: Total Compensation Packages

Corporate Position	Average Base Salary	Average Annual Bonus	Total Compensation	% change 1990-'91
Chief Executive Officer	$283,000	$269,000	$421,000	-32%
Chief Operating Officer	$215,000	$162,000	$312,000	-30%
Top Development Executive (SF)	$118,000	$109,000	$220,000	-25%
Top Development Executive (MF)	$89,000	$50,000	$126,000	-17%
Chief Financial Officer	$124,000	$79,000	$183,000	-11%
Controller	$77,000	$20,000	$90,000	-4%
Top Mortgage Financing Executive	$109,000	$67,000	$163,000	-9%
Top Sales & Marketing Executive	$96,000	$26,000	$117,000	4%
Customer Service Manager	$51,000	$10,000	$56,000	8%
Top Human Resources Executive	$70,000	$20,000	$81,000	16%
Top Community Affairs Executive	$136,000	$46,000	$156,000	0%
Top Operations Executive	$94,000	$38,000	$114,000	-10%
Top Land Engineering/ Development Executive	$90,000	$31,000	$111,000	2%
Top Architectural Design Executive	$73,000	$34,000	$93,000	-4%
Top Land Acquisition/ Sales Executive	$93,000	$46,000	$120,000	-4%
Top Property Management Executive	$65,000	$16,000	$79,000	-14%
Group Executive (Multiple Profit Centers)	$159,000	$89,000	$213,000	-2%
Regional/Divisional Profit Center Head	$113,000	$80,000	$173,000	-7%

Note: Base, Bonus and Total Compensation figures are tallied individually, and cannot be added to yield total compensation. Source: Lee Stephens & Associates.

Perks such as company cars are still offered to building executives, but lavish cash-incentive plans are on the decline.

Executive Pay: Long-Term Incentives

Corporate Position	Incentive Stock Options	Other Stock Plans	Phantom Stock	Equity Participation
Chief Executive Officer	$554,000	$2,126,000	—	$375,000
Chief Operating Officer	$299,000	$216,000	$400,000	$375,000
Top Development Executive (SF)	$52,000	$170,000	—	$250,000
Top Development Executive (MF)	$3000	—	—	—
Chief Financial Officer	$264,000	$66,000	—	$250,000
Controller	$34,000	$8000	—	—
Top Mortgage Financing Executive	—	$33,000	$2000	—
Top Sales & Marketing Executive	$3000	$63,000	—	$18,000
Customer Service Manager	—	—	—	—
Top Human Resources Executive	—	$45,000	—	—
Top Community Affairs Executive	$98,000	—	—	—
Top Operations Executive	—	—	$200,000	—
Top Land Engineering/ Development Executive	$2000	$38,000	—	$3000
Top Architectural Design Executive	$3000	$11,000	$2000	—
Top Land Acquisition/ Sales Executive	$3000	$44,000	—	—
Top Property Management Executive	$3000	—	—	—
Group Executive (Multiple Profit Centers)	$4000	$38,000	$2000	—
Regional/Divisional Profit Center Head	$32,000	$107,000	$2000	$241,000

Source: Lee Stephens & Associates

Executive Pay: Benefits & Perks

Corporate Position	Company Car Or Allowance	All Insurance	Pension Plan	Clubs
Chief Executive Officer	$10,000	$8000	$13,000	$7000
Chief Operating Officer	$8000	$7000	$9000	$3000
Top Development Executive (SF)	$8000	$6000	$6000	$3000
Top Development Executive (MF)	$6000	$3000	$6000	$1000
Chief Financial Officer	$7000	$6000	$7000	$2000
Controller	$6000	$5000	$4000	$1000
Top Mortgage Financing Executive	$6000	$4000	$7000	$1000
Top Sales & Marketing Executive	$7000	$5000	$5000	$1000
Customer Service Manager	$6000	$5000	$3000	—
Top Human Resources Executive	$6000	$5000	$5000	—
Top Community Affairs Executive	$9000	$8000	$10,000	—
Top Operations Executive	$8000	$5000	$7000	$5000
Top Land Engineering/ Development Executive	$7000	$6000	$4000	—
Top Architectural Design Executive	$5000	$4000	$4000	$1000
Top Land Acquisition/ Sales Executive	$6000	$7000	$7000	$2000
Top Property Management Executive	$5000	$4000	$4000	—
Group Executive (Multiple Profit Centers)	$6000	$28,000	$8000	$2000
Regional/Divisional Profit Center Head	$7000	$7000	$6000	$2000

Source: Lee Stephens & Associates

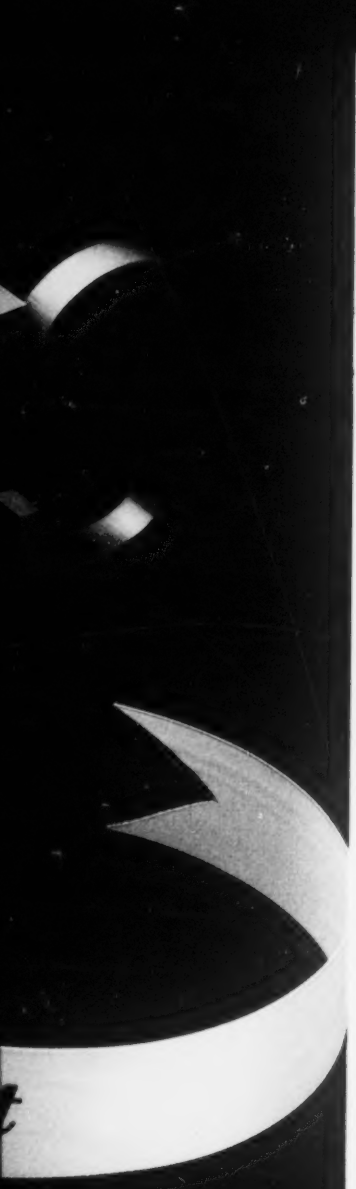
Our "Silver Anniversary" celebration is a bit muted this year. As fate would have it, *Professional Builder & Remodeler*'s 25th ANNUAL REPORT OF HOUSING'S GIANTS® covers 1991, housing's worst year since World War II.

Total 1991 revenues from the Giant 400 were $41.6 billion, a good deal less than the $46.3 billion posted in last year's report (covering 1990) and well off the record $57.8 billion of 1987.

But when an industry is in flux, there also is opportunity. This year, there are 62 new entrants to the list of top builders, many hailing from rebounding markets in Texas and hard-hit areas of the Northeast.

Another point worth noting about this severe recession: The Giant builders, as a whole, are not consolidating and putting a stranglehold on the market. A quick glance at the "Share of Market" data on the following pages shows that the Giants accounted for just 22.9% of the conventional housing built in 1991—a figure that's actually slightly down from recent years. Granted, some large builders are picking up market share in some decimated local markets, but that happens in every cycle.

To compile this report, *PB&R* mailed surveys to its data base of large-volume builders. The list focuses on builders of low-rise (four



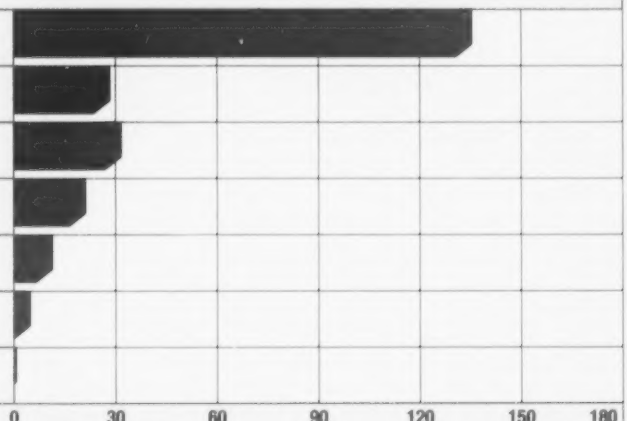
PB&R's 25th Annual Report of Housing's Giants®

Ryland Group, Fleetwood Top Leaders List

For-sale housing	Rental housing	Mobile homes	Manufactured housing
1. Ryland Group $1,214,295,000 6594 units	**1.** Pacific Properties $433,600,000 722 units	**1.** Fleetwood Enterprises $574,000,000 35,400 units	**1.** Wausau Homes $89,956,000 3194 units
2. Centex Corp. $1,000,839,000 7462 units	**2.** William Lyon Co. $194,700,000 1770 units	**2.** Redman Homes $313,000,000 14,527 units	**2.** Nanticoke Homes $42,000,000 620 units
3. Pulte $887,106,000 6686 units	**3.** Boston Capital Partners $180,000,000 6012 units	**3.** Skyline Corp. $242,467,000 13,232 units	**3.** Lindal Cedar Homes $37,286,000 509 units
4. Kaufman & Broad $799,103,000 4456 units	**4.** GBW Properties $117,000,000 1555 units	**4.** Champion Enterprises $177,718,000 8382 units	**4.** Deluxe Homes of Pa. $34,067,000 586 units
5. NVR L.P. $648,400,000 3831 units	**5.** Hunt Building Corp. $110,496,000 1718 units	**5.** Clayton Homes $167,567,000 10,104 units	**5.** North American Housing $32,200,000 920 units
6. Weyerhaeuser Real Estate $590,000,000 3941 units	**6.** Simpson Cos. $108,800,000 1762 units	**6.** Schult Home Corp. $161,112,000 5913 units	**6.** All American Homes $32,000,000 1750 units
7. William Lyon Co. $520,717,000 2091 units	**7.** Trammell Crow $106,000,000 1750 units	**7.** Fairmont Homes $145,526,000 8344 units	**7.** Ritz-Craft Corp. $27,800,000 810 units
8. U.S. Home Corp. $469,300,219 3975 units	**8.** Robertson Homes $100,000,000 1176 units	**8.** Palm Harbor Homes $133,977,000 5063 units	**8.** Contempri Homes $20,890,000 622 units
9. Lewis Homes $382,867,142 2563 units	**9.** Goldrich & Kest $97,842,000 198 units	**9.** Oakwood Homes Corp. $125,507,000 5546 units	**9.** National Building Systems $18,183,399 1508 units
10. UDC-Universal Dev. $336,334,577 2039 units	**10.** Lincoln Property $96,811,000 1027 units	**10.** Horton Homes $89,000,000 6900 units	**10.** Horton Homes $14,000,000 500 units

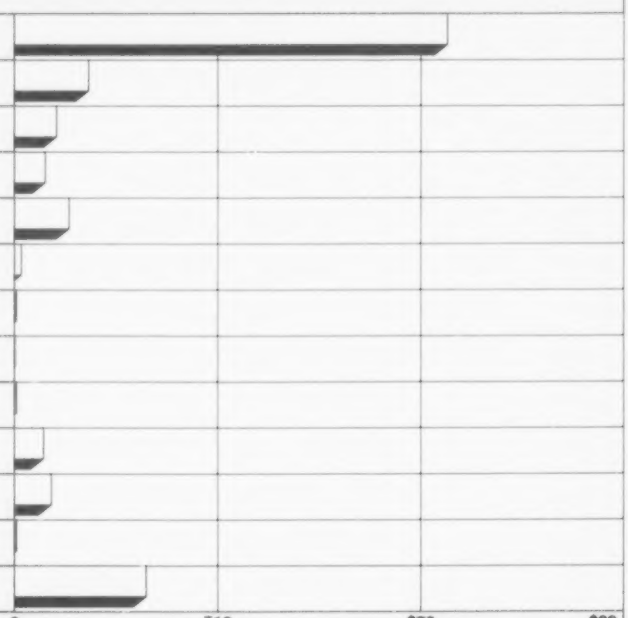
The Giant 400 Unit Production In 1991

Source	1991	1990
Single-family detached for-sale: 135,378 units	58.2%	49.6%
Single-family attached for-sale: 28,256 units	12.1%	15.3%
Low-rise apartments for own portfolio: 31,602 units	13.6%	9.9%
Low-rise apartments for investors: 21,051 units	9.1%	16.5%
Modular housing: 11,258 units	4.8%	3.4%
Panelized housing: 4,668 units	2.0%	4.8%
Precut housing: 509 units	0.2%	0.5%
Total units	232,722	292,682



How The Giant 400 Earned Their Revenues

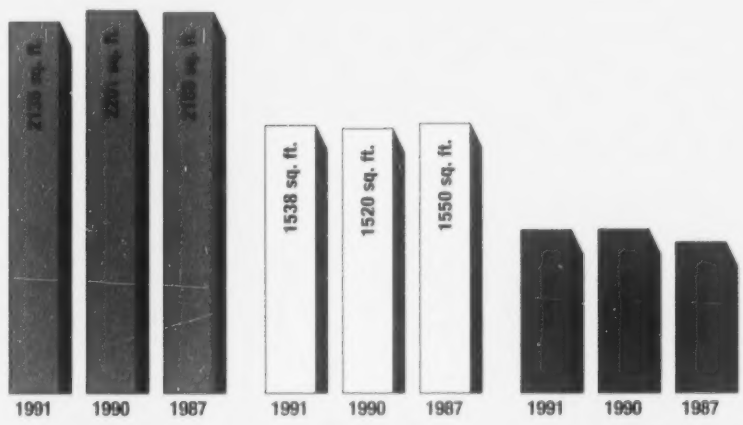
Source	1991	1990
Single-family detached for-sale: $21,308,014,320	51.2%	50.9%
Single-family attached for-sale: $3,651,814,058	8.8%	11.9%
Low-rise apartments for own portfolio: $2,073,344,166	5.0%	3.9%
Low-rise apartments for investors: $1,511,325,082	3.6%	7.0%
Mobile homes: $2,681,621,381	6.4%	5.7%
Modular housing: $333,787,512	0.8%	0.7%
Panelized housing: $96,716,387	0.2%	0.5%
Precut housing: $37,286,000	0.1%	0.1%
High-rise: $102,920,000	0.3%	0.3%
Land sales: $1,428,233,359	3.4%	4.1%
Non-res construction: $1,809,986,939	4.3%	6.7%
Remodeling and rehabilitation: $104,202,380	0.3%	0.5%
Other (rents, fees, interest): $6,480,494,040	15.6%	7.7%
Total revenues:		$41,619,745,624



PB&R'S ANNUAL REPORT OF HOUSING'S GIANTS®

Average Giant-built single-family-detached home has 2135 square feet and sold for $191,672 —way up from the pace of 1990.

Giants' Houses Downsize, On Average

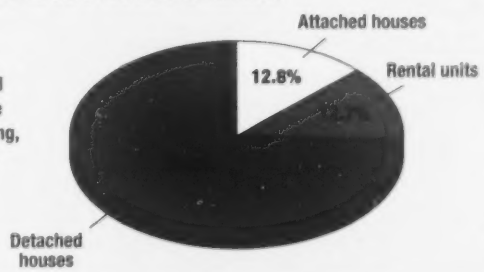


Average Price Of Giants' Homes Are On The Rise

	1991	1990	1989
Single-family detached	$191,672	$162,765	$158,500
Single-family attached	$146,227	$123,300	$123,800
Modular housing	$29,648	$34,745	$31,575
Mobile homes	$18,967	$18,885	$18,435
Rental (market value)	$71,793	$65,620	$65,340

The Giants Are House Builders

Pie shows how housing revenues are split among the Giant 400. In 1991, detached housing increased its share from 69% in 1990. Increase came at the expense of rental housing, which accounted for 14.9% of revenues in 1990 and attached housing, which dropped from a 16.1% share in 1990.



stories or less) housing. Those firms that build high-rise housing exclusively are not included in this list.

Revenues reported include sales which have been consummated or closed. Joint venture or partnership activities are included on a pro-rata basis.

The top 400 builders are ranked by total revenue from diversified activities, ranging from new home and apartment construction to remodeling, mortgage banking and land sales. However, adhering strictly to this procedure would create distortions. For example, a company that builds one house but has $3 billion in non-residential revenue would be No. 1.

Thus, we apply a "40% Rule" to the rankings: To be ranked on the basis of total revenues, at least 40% of that number must be derived from new-home, apartment or manufactured-housing construction. If that number is less than 40%, the company is ranked only on the basis of housing construction revenues, although all of its sources of revenues are described in the company profile. This year, 13 firms out of the Giant 400 were ranked this way.

PB&R editors also estimated the revenues of 16 builders it believes qualified for Giant status. Those estimates are noted.

In 1991, the industry's top 400 builders turned out a total of 374,102 new homes, broken down as: 163,634 for-sale units; 52,653 apartment units; 16,435 modular, panelized and precut units; and 141,380 mobile homes.

While total revenue for the Giant 400 was down by nearly $5 billion, the revenue breakdown is consistent with years past. The most notable deviation was that 58% of the Giant 400's unit production was in single-family detached-home construction this year, up from 49.6% in last year's report.

Apartment units put into service by the Giant 400 last year totaled 59,858—down from the 77,452 built in 1990. Revenues from apartment

Centex Holds Total Revenue Lead; Kaufman & Broad Continues Rising

	1992 report	1991 report	1990 report	1989 report	1988 report
1.	Centex Corp. $2,119,180,000	Centex Corp. $2,288,597,000	Trammell Crow $2,275,000,000	Trammell Crow $3,018,500,000	Lincoln Property Co. $2,504,049,000
2.	Kaufman & Broad $1,220,995,000	Lincoln Property Co. $2,057,714,000	Centex Corp. $2,002,952,000	Lincoln Property Co. $2,126,997,000	Centex Corp. $1,460,061,000
3.	Ryland Group $1,214,295,000	Trammell Crow $1,717,693,000	Lincoln Property Co. $1,867,642,000	Centex Corp. $1,845,484,000	Trammell Crow $1,098,897,264
4.	PHM Corp. (Pulte) $887,106,000	Kaufman & Broad $1,366,264,000	William Lyon Co. $1,492,100,000	William Lyon Co. $1,401,000,000	Weyerhaeuser $886,000,000
5.	NVR L.P. $818,871,000	Ryland Group Inc. $1,300,000,000	Ryland Group $1,400,000,000	NVR L.P. $1,321,275,000	NV Ryan $870,472,000
6.	William Lyon Co. $772,290,000	William Lyon Co. $1,184,845,000	Kaufman & Broad $1,322,511,000	Ryland Group $1,271,875,000	Ryland Group $847,932,000
7.	Weyerhaeuser Real Estate $743,700,000	NVR L.P. $1,079,350,000	NVR L.P. $1,294,389,000	PHM Corp. (Pulte) $1,179,164,000	William Lyon Co. $821,000,000
8.	Fleetwood Enterprises $574,000,000	Weyerhaeuser Real Estate $811,000,000	Weyerhaeuser Real Estate $975,000,000	Kaufman & Broad $903,399,000	M.D.C. Holdings $799,800,000
9.	M/I Schottenstein Inc. $538,818,000	PHM Corp. (Pulte) $769,970,000	Watt Industries $735,000,000	M.D.C. Holdings $840,597,000	PHM Corp. (Pulte) $793,600,000
10.	Lewis Homes $507,387,743	U.S. Home Corp. $649,374,000	Paragon Group Inc. $720,526,000	Weyerhaeuser Real Estate $819,000,000	U.S. Home Corp. $786,659,000

Schottenstein Shows The Largest Dollar Increase As It Grows 97%

Builder	$ Increase 1990 to 1991	Total 1991 revenues
1. M/I Schottenstein	$264,795,000	$538,818,000
2. Castle & Cooke	$126,693,000	$236,693,000
3. PHM Corp. (Pulte)	$117,136,000	$887,106,000
4. Warmington Homes	$95,500,000	$260,000,000
5. Baldwin Co.	$94,803,746	$244,803,746
6. Hunt Building Corp.	$85,248,002	$162,392,243
7. Highland Homes	$49,382,419	$119,233,846
8. Skyline Corp.	$37,450,000	$305,461,000
9. Woodside Homes	$36,903,044	$85,127,917
10. David Weekley Homes	$36,540,713	$258,935,629

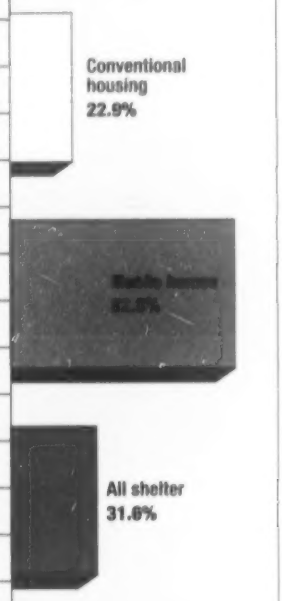
Builder	% Increase 1990 to 1991	Total 1991 revenues
1. First Financial Group	327%	$32,957,000
2. Woodside Homes	131%	$85,127,917
3. Castle & Cooke	115%	$236,693,000
4. Hunt Building Corp.	111%	$162,392,243
5. Glick Co.	108%	$17,872,000
6. M/I Schottenstein	97%	$538,818,000
7. Mitchell Co.	96%	$61,550,000
8. Davidson Communities	95%	$64,388,000
9. Melody Homes	77%	$29,550,000
10. PacWest Development	72%	$31,000,000

PB&R'S ANNUAL REPORT OF HOUSING'S GIANTS®

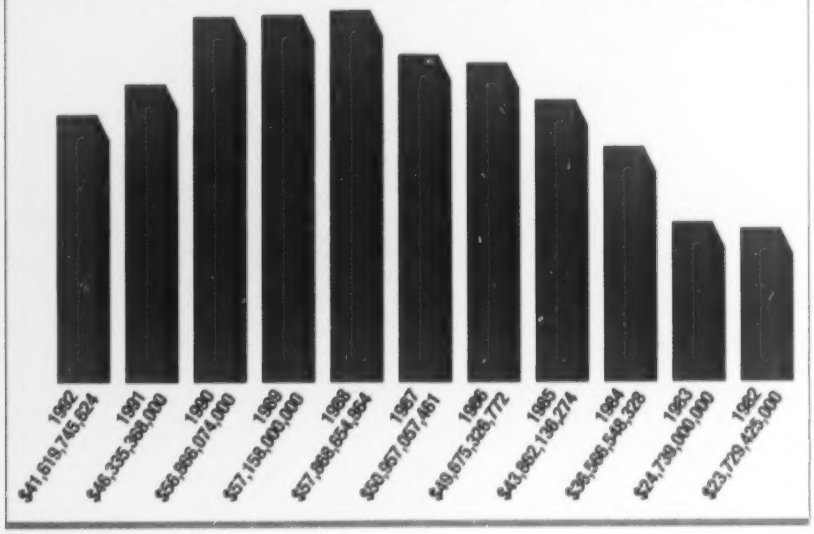
Giants' overall share of market is about even with last year's report, as they account for 22.9% of all conventional housing built in 1991.

The Giant 400's Share Of Market Holds At 31.6%

Year of report	Conventional housing	Mobile homes	All shelter
1980	20.8%	82.2%	29.2%
1981	22.6%	81.0%	31.0%
1982	22.8%	82.1%	32.6%
1983	23.0%	82.6%	34.0%
1984	21.3%	75.4%	29.3%
1985	25.7%	75.9%	32.9%
1986	27.9%	69.2%	33.8%
1987	25.2%	70.6%	34.7%
1988	24.6%	73.7%	30.7%
1989	23.3%	68.6%	29.1%
1990	25.8%	69.6%	31.3%
1991	24.6%	74.6%	31.4%
1992	22.9%	82.8%	31.6%



Giant 400's Total Revenues From All Sources Equal $41.6 Billion



construction measured 8.6% of total revenues, off from the 10.9% posted the previous year and the 12.5% figure posted in 1989.

The Giants hail from nearly all 50 states. However, 184 Giants (46% of the total) are headquartered in the Sun Belt's "Big Three" states: California (with 113 companies), Florida (37 firms) and Texas (34 firms). Other states heavily represented by Giants include Illinois (23 firms), Virginia and Pennsylvania (17 firms each), and Ohio (16 firms).

This year's Giants are engaged in a variety of diversification activities: 340 build single-family detached housing; 184 build single-family attached housing; 83 build rental apartments; 81 have reported some non-residential revenues; 43 do remodeling work; and 23 build mobile homes.

For the second year in a row, the No. 1 Giant is Dallas-based Centex Corp. That company is followed by Los Angeles-based Kaufman & Broad and Columbia, Md.-based Ryland Group, both of which have been steadily climbing the leaders' list over the last five years.

Ryland Group also took top honors in the *For-sale housing* category, building 6594 units for $1.2 billion.

Pacific Properties, Las Vegas, was the leader in the *Rental housing* category, building 722 units for $433 million. Riverside, Calif.-based Fleetwood Enterprises again held the top spot among *Mobile home* builders (35,400 units for $574 million). Wausau Homes, Wausau, Wis., repeated as leader in the *Manufactured housing* category with 3194 units for $90 million.

The fastest growing Giant, on a real dollar basis, was Columbus, Ohio-based M/I Schottenstein, which reported a gain of nearly $265 million over the previous year's report. Strong increases were also posted by Los Angeles-based Castle & Cooke (part of Dole Foods); El Paso, Texas-based Hunt Building Corp.; and Pulte. □

PB&R'S ANNUAL REPORT OF HOUSING'S GIANTS®

Mobile Home Giants Fleetwood, Redman and Skyline produced the most units overall; Centex tops the list for conventionally built units.

RANK	COMPANY	TOTAL UNITS
1.	Fleetwood Enterprises	35,400
2.	Redman Homes	14,627
3.	Skyline Corp.	13,232
4.	Clayton Homes	10,104
5.	Fairmont Homes	8563
6.	Champion Enterprises	8382
7.	Centex Corp.	7462
8.	Horton Homes	7400
9.	PHM Corp. (Pulte)	6686
10.	Ryland Group	6594
11.	Boston Capital Partners	6012
12.	Schult Homes Corp.	5913
13.	Oakwood Homes Corp.	5546
14.	Jim Walter Homes	5262
15.	Palm Harbor Homes	5063
16.	Kaufman and Broad	4456
17.	Weyerhaeuser Real Estate	4258
18.	Cavalier Homes	4234
19.	Commodore Corp.*	4000
20.	U.S. Home Corp.	3975
21.	Patriot Homes	3886
22.	William Lyon Co.	3861
23.	Homes of Merit	3860
24.	NVR L.P.	3831
25.	Guerdon Homes	3800
26.	Liberty Homes	3336
27.	Wausau Homes	3194
28.	Lewis Homes	2792
29.	Lennar Corp.	2480
30.	Hovnanian Enterprises	2383
31.	Golden West Homes	2380
32.	Hunt Building Corp.	2134
33.	Fuqua Homes	2108
34.	Trammell Crow Residential	2066
35.	UDC-Universal Development	2039
36.	Wick Building Systems	2005
37.	M/I Schottenstein	1956
38.	Heritage Cos.	1917
39.	M.D.C. Holdings	1782
40.	Simpson Cos.	1762
41.	All American Homes	1750
42.	Paragon Group	1741
43.	Del Webb Corp.	1660
44.	David Weekley Homes	1592
45.	GBW Properties	1555
46.	National Building Systems	1508
47.	Habitat For Humanity	1500
48.	Continental Homes Holding	1450
49.	Coscan Development	1402
50.	Shea Homes	1344
51.	Harkins Builders	1310
52.	Fieldstone Co.	1262
53.	Nanticoke Homes	1240
54.	Lexington Homes	1202
55.	A.G. Spanos Const.	1196
55.	Robertson Homes	1196
57.	Landstar Homes	1154
58.	Holly Corp.	1152
59.	Universal Constructors	1145
60.	DeLuxe Homes of Pa.	1141
61.	Drees Co.	1126
62.	Rayco Inc.	1114
63.	Beazer Properties	1107
64.	Pacific Properties	1077
65.	Colson & Colson Const.	1062
66.	Kimball Hill	1057
67.	Flournoy Const.	1054
68.	Ritz-Craft Corp.	1030
69.	Lincoln Property Co.	1027
70.	Summit Properties	1018
71.	Forecast Group	1003
72.	John LaFata Ltd.	1002
73.	Post Properties	1000
74.	Highland Homes	997
75.	Lowder Const. Co.	978
76.	Watt Industries	970
77.	Robson Communities	949
78.	North American Housing Corp.	920
79.	Jacobsen Manufacturing	900
80.	D.R. Horton	899
81.	Perry Homes	885
82.	Anden Group	883
83.	Picerne Properties	871
84.	Standard Pacific	862
85.	Presley Cos.	846
86.	Edward Rose Building	845
87.	Van Daele Development	840
88.	Arthur Rutenberg Homes	826
89.	Epoch Properties	820
90.	Embrey Associates	812
91.	Harold Moore Associates	790
92.	Levitt Corp.	787
93.	Elliott Homes	780
93.	Forest City Enterprises	780
95.	Baldwin Co.	778
96.	Castle & Cooke Properties	777
97.	Hughes-Patwil Homes	773
98.	D.G. Associates*	762
99.	Wallick Const.	757
100.	Village Builders	740
101.	Calton Inc.	735
102.	Hansen & Horn Group	734
103.	Warmington Homes	730
104.	Kit Manufacturing Co.	729
105.	Woodcrest Development	722
106.	Hills Developers	717
107.	Holtzman & Silverman Const.	712
108.	Evans Withycombe	707
109.	Shapell Industries	704
110.	Mercedes Homes	699
111.	Washington Homes	692
112.	Bozzuto & Associates	690
113.	Triad Development	685
114.	Toll Brothers	676
114.	Falcon Development	676
116.	Milburn Investments	672
117.	Barden & Robeson Homes	650
118.	Regis Homes	645
118.	Crosland Contractors	645
118.	Park Myers Group	645
121.	Western National Properties	640
122.	Bramalea California	638
123.	DiVosta & Co.	636
124.	Signature Homes (Nevada)	633
125.	Schuler Homes	624
126.	Contempri Homes	622
126.	Ewing Properties	622
128.	Orleans Cos.	620
129.	Oriole Homes Corp.	614
130.	Gables Development	610
131.	W.O. Brisben Cos.*	607
132.	General Homes Corp.	606
133.	John Wieland Homes	603
134.	Akins Development	602
135.	Rottlund Co.	600
135.	Arco Const.	600
137.	Royce Homes	586
138.	George Wimpey	585
139.	D.W. Hutson Const.	583
140.	Home Capital Dev. Group*	581
141.	McGuyer Homebuilders	575
142.	Lycon Group*	568
143.	Pacific Scene	565
144.	Roberts Properties	559
145.	S&A Custom Built Homes	558
146.	Ahmanson Development	557
147.	Mitchell Co.	550
148.	McMillin Communities	546
149.	Cambridge Homes	539
150.	Gentry Homes	536
151.	Century Homes Communities	532
151.	Winncrest Homes	532
153.	Coleman Homes	529
154.	Lusk Co.	524
155.	Owings & Terry Homebuilding	522
156.	Barratt American	519
157.	American West Development	516
158.	Wayne Homes	515
159.	Morris General Building Co.	514
160.	Quaker Group Builders	511
161.	Lindal Cedar Homes	509
162.	Borror Corp.	508
163.	Holiday Builders	506
164.	Town & Country Homes	502
164.	Woodside Homes	502
166.	Inco Homes*	500
167.	Richmarr Const. Corp.	480
168.	Diversified Homes	473
169.	Crosswinds Communities	470
170.	Estes Home Building Co.	458
170.	Lexington Homes	458
172.	Engle Homes	454
173.	Newmark Home Corp.	452
174.	United Bilt Homes	450
175.	Hassinger Cos./Hoffman Homes	446
176.	Taylor Woodrow Homes USA	442
177.	Deluxe Homes	440
178.	State Wide Investors	436
179.	Trafalgar House Property	434
180.	Orange Blossom Hills	430
180.	Hofmann Co.	430
182.	A-M Homes	421
183.	Di Loreto Const.	420
184.	New Fortis Corp.	418
185.	AMREP Corp.	415
186.	West Venture Development	407
187.	Casden Properties	406
188.	McBail Co.	401
189.	Tompkins Heritage Homes*	400
190.	J.M. Peters Co.	395
191.	Gibraltar Cos.	391
192.	Ivory Homes	388
193.	Artery Org.	385
194.	Pasquinelli Const. Co.	375
195.	Arvida*	370
196.	Doyle Wilson HomeBuilder	365
197.	Zale Group	362
198.	Davis Homes L.P.	360
198.	Bovis Homes	360
200.	Kathryn Thompson Dev.	357

*Editors estimate

RANK	COMPANY	TOTAL UNITS
201.	Henry Fischer Builder	343
202.	J.E. Jones Const. Co.	342
203.	Bay Ridge Properties	340
203.	Joe Miller Homes	340
205.	Reslen Homes	337
205.	Paragon Homes	337
207.	Colony Homes	334
208.	Stanley Martin Cos.	332
209.	Griffin Homes	329
209.	Westfield Homes	329
211.	Sundance Homes	325
212.	Amurcon Corp. of Virginia	315
213.	John Laing Homes	314
214.	Whittaker Contruction	312
214.	Hazel/Peterson Cos.*	312
216.	David Cutler Group	308
217.	Estridge Cos.	305
218.	Gulf Constructors	303
219.	Dunmore Homes	301
220.	Weingarten Siegel*	300
220.	Dividend Development*	300
222.	Village Homes Ltd.	293
223.	Condiotti Enterprises	291
224.	Mungo Co./Stonehedge Const.	290
225.	Cooper Communities	285
225.	Sun City Center Corp.	285
227.	Interstate General Co.	284
228.	Oberer Development	279
229.	RGC (RecreActions Group)	278
229.	Triangle Developers	278
231.	Choice Homes	276
232.	Red Seal Development	275
233.	Wynne Building Corp.	274
233.	Kennedy Group (Fla.)	274
235.	Meeker Development	272
236.	Sunland Communities	267
237.	Melody Homes	266
237.	Goldrich & Kest	266
239.	James Lewis Corp.*	265
240.	John Cooley Co.	259
241.	Covington Development*	256
242.	Williamsburg Properties	254
243.	Homes by Dave Brown	252
244.	Goodman Homes	251
245.	McBride & Son	250
246.	Zaring Homes	248
247.	Drake Homes	245
248.	McStain Enterprises	240
248.	Hammonds Homes	240
250.	G.L. Homes of Florida	237
251.	Heritage Cos.	235
252.	Legacy Homes	232
253.	Larwin Const.	231
253.	Grupe Co.	231
255.	Pembroke Enterprises	228
256.	Prometheus Development*	228
257.	Neal Buskirk & Adams	227
258.	Dobson Builders	226
259.	Premier Group	225
260.	Buie Corp.	223
261.	Sun State Homes	220
261.	Sam Rodgers Enterprises	220
263.	Scott Felder Homes	217
264.	Mayer Homes	215
264.	John Mourier Const.	215
266.	Frank Robino & Associates	212
266.	Hal Porter Homes	212
268.	RWS Development	210
268.	Wiseman-Hughes Enterprises	210
270.	Don Galloway Homes	206
270.	Panitz Homes	206
272.	Parker Lancaster Corp.	204
273.	Elam G. Stoltzfus	203
273.	Grant Cos.	203
275.	Stok Homes	202
276.	Ryder Homes	201
276.	John B. Canuso	201
278.	Taylor Morley	200
278.	Klutts Homes	200
280.	ITT Community Homes	199
281.	Sunrise Co.	197
281.	Newport Pacific Development	197
281.	MJC Const. Co.	197
284.	Kopf Const. Corp.	196
285.	United Development	195
286.	Woodview Development	194
286.	Haddon Group	194
288.	BBC Group	189
289.	NewCity Corp.	188
290.	Miller and Smith Cos.	187
291.	Regency Homes	183
292.	Ciotti Cos.	182
293.	Good Value Homes	181
294.	Davidson Communities	178
295.	Shawntana	174
296.	Glick Co.	172
297.	Encore Homes	171
297.	Hayden Co.	171
299.	Classic Const.	170
300.	Life Forms	169
301.	Weitzer Services	165
302.	Van Metre Cos.	164
303.	Crisp-Lingerfelt	161
304.	Michaels Group	158
304.	Hill Williams Dev.	158
304.	Whitlatch & Co.	158
307.	Costain Homes	156
308.	Bresler & Reiner	154
308.	Genesee Co.	154
310.	Montalbano Builders	153
310.	The C.P. Morgan Co.	153
312.	Waterloo	149
313.	Marrano/Marc Equity Co.	148
314.	Daly Homes	146
315.	April Corp.	144
316.	Hearndon/Rosewell Cos.	143
317.	Greater Midwestern Dev.	141
317.	Citation Builders	141
317.	Kevin Scarborough	141
320.	California Homes	140
320.	Mastermark Homebuilders	140
322.	Kettler Forlines Inc	138
322.	Harmon Cos.	138
324.	Newhall Land & Farming	136
325.	E.M. Harris Bldg.	135
325.	Teal Building Corp.	135
327.	Channing Corp.	131
328.	Acacia Const.	130
328.	Kensington Building Corp.	130
328.	Spinelli Homes	130
331.	PacWest Development	129
332.	Stafford Homes	126
332.	EPAC Housing Corp.	126
334.	First Financial Group	125
334.	Pacesetter Homes	125
336.	Pacific American Homes	125
337.	Shore West Const.	124
338.	Radnor Homes	122
338.	Gregory Group	122
340.	DeLuca Enterprises	121
341.	California Community Builders	119
342.	Bennett & Compton	118
342.	Kirk Corp.	118
344.	Burnside Const.	116
345.	Monterey Homes	112
346.	The Jonathon Group	110
346.	Burkart & Oehlerking	110
348.	Community Const.	109
348.	Golden Heritage Corp.	109
348.	Selective Group	109
351.	Ericksen Communities	108
352.	Reynolds Const.	106
352.	R/S Development	106
354.	Manning Co.	105
355.	Fish Const. Co.	104
356.	Fairfield Communities*	100
356.	R.B. McComic	100
356.	Enterprise Development	100
359.	Calprop Corp.	97
360.	William L. Berry & Co.	96
361.	Christopher Cos.	95
361.	Columbia Builders	95
361.	Grayson Homes	95
361.	Matzel & Mumford Org.	95
365.	Cali Associates	94
365.	Communities Const. Corp.	94
367.	Iacobucci Org.	93
368.	Kennedy Group (Ill.)	92
368.	Zicka Homes	92
370.	Brighton Homes	91
370.	Schneider Homes	91
372.	J.B. Sandlin Homes	90
372.	Lundgren Brothers	90
372.	Fischer & Frichtel	90
375.	WesTrend Corp.	87
376.	Poretsky Building Group	86
377.	Bittman Building Corp.	85
377.	Pinn Brothers Const.	85
379.	Techbilt Const.	83
380.	L.J. Hooker Homes	81
381.	Spielman-Cohen Builders	80
381.	Kling Real Estate Ltd.	80
383.	Cayman Development	76
383.	Remington Properties	76
383.	Hennie Homes	76
386.	Home By Hemphill	75
387.	Friedman Homes	73
388.	Pennhill Co.	68
388.	JCC Development*	68
390.	Braemar Homes	65
391.	Joe Keim Builders	63
392.	Wooldbridge Org.	61
393.	Broadmoor Homes	59
394.	Garden State Land Co.	55
395.	Frankel Enterprises	41
396.	Michael T. Rose	38
397.	Owen Const.	25
397.	Arker Cos.	25
399.	Ferruggia Associates	23
400.	Parade Home Builders	20

*Editors estimate

PB&R'S ANNUAL REPORT OF HOUSING'S GIANTS®

Centex Maintains Its Hold On No. 1 Ranking

RANK BY REVENUES	$ (000)	COMPANY, LOCATION	OPERATING PLAN
1	$2,119,180	**Centex Corp.** 3333 Lee Parkway Dallas, TX 75219	Key Exec: Laurence E. Hirsch. Sold 7214 SFD houses for $969,971,000. Sold 248 attached houses for $30,868,000. Non-res: $903,021,000. Other income: $215,320,000. Subsidiaries: Centex Real Estate; Centex General Construction; Centex Development Co.
2	$1,220,995	**Kaufman and Broad** 10877 Wilshire Blvd. Los Angeles, CA 90024	Key Exec: Bruce Karatz. Sold 3676 SFD houses for $677,240,700. Sold 780 attached houses for $121,862,300. Non-res: $354,236,000. Land sales: $23,047,000. Other income: $44,609,000. SFD product averages 1600 sq. ft. Attached product averages 1200 sq. ft.
3	$1,214,295	**Ryland Group Inc.** 10221 Wincopin Circle Columbia, MD 21044	Key Exec: Roger Schipke. Sold 6594 single-family-detached, attached, and various modular and panelized houses for total volume of $1,214,295,000. Subsidiaries: Ryland Homes; Ryland Building Systems; M.J. Brock. Last year, company ranked #5.
4	$887,106	**PHM Corp. (Pulte)** 33 Bloomfield Parkway, #200 Bloomfield Hills, MI 48013	Key Exec: William Pulte. Sold 5441 single-family-detached houses for $723,653,000. Sold 1245 attached houses for $163,453,000. Last year, this company ranked #9.
5	$818,871	**NVR L.P.** 7601 Lewinsville Rd., Suite 300 McLean, VA 22102	Key Exec: Dwight C. Schar. Sold 3831 single-family-detached houses for $648,400,000. Other income: $170,471,000. Subsidiaries: NV Homes; Ryan Homes; Cross Builders/Goodman Homes. Last year, company ranked #7.
6	$772,290	**William Lyon Co.** 4490 Von Karman Newport Beach, CA 92658	Key Exec: William Lyon. Sold 1603 SFD houses for $439,468,000. Sold 488 attached houses for $81,249,000. Built 1770 apartments for $194,700,000. Rents & fees: $7,695,000. Land sales: $22,328,000. Other income: $26,850,000. SFD product averages 2350 sq. ft.
7	$743,700	**Weyerhaeuser Real Estate Co.** Building WRE-2 Tacoma, WA 98477	Key Exec: C. Stephen Lewis. Sold 3291 SFD houses for $505,000,000. Sold 650 attached houses for $85,000,000. Built 317 apartments for $15,900,000. Non-res: $30,400,000. Rents & fees: $19,900,000. Land sales: $58,200,000. Other income: $30,300,000.
8	$574,000	**Fleetwood Enterprises** P.O. Box 7638 Riverside, CA 92523	Key Exec: Glenn F. Kummer. Sold 35,400 mobile homes for a total volume of $574,000,000. Last year, this company ranked #12.
9	$538,818	**M/I Schottenstein Inc.** 41 S. High, #2410 Columbus, OH 43215	Key Exec: Irving E. Schottenstein. Sold 1956 single-family-detached houses for $263,839,000. Rents & fees: $2,687,000. Land sales: $2,883,000. Other income: $269,409,000. Last year, company ranked #32.
10	$507,387	**Lewis Homes Group of Cos.** P.O. Box 670 Upland, CA 91785	Key Exec: Ralph M. Lewis. Sold 2448 SFD houses for $364,069,320. Sold 115 attached houses for $18,797,622. Built 229 apartments for $17,856,000. Non-res: $45,910,000. Rents & fees: $45,114,575. Land sales: $11,561,828. Other income: $4,078,198. SFD averages 1650 sq. ft.
11	$485,346	**U.S. Home Corp.** 1800 W. Loop South Houston, TX 77252	Key Exec: Robert J. Strudler. Sold 3393 single-family-detached houses for $394,695,371. Sold 582 attached houses for $74,604,848. Rents & fees: $1,104,434. Land sales: $9,258,000. Other income: $5,683,027. Last year, company ranked #10.
12	$483,364	**Pacific Properties** 1095 E. Twain, Second Floor Las Vegas, NV 89109	Key Exec: Steven Molasky. Sold 310 single-family-detached houses for $34,164,000. Sold 45 attached houses for $3,900,000. Built 722 apartments for $433,600,000. Rents & fees: $11,200,000. Other income: $500,000. Single-family-detached product averages 1800 sq. ft.
13	$457,880	**Shapell Industries** 8383 Wilshire Blvd., Suite 700 Beverly Hills, CA 90211	Key Exec: Nathan Shapell. Sold 704 single-family-detached houses for $279,000,000. Rents & fees: $55,880,000. Land sales: $22,300,000. Other income: $100,700,000. Last year, company ranked #14.
14	$365,378	**UDC-Universal Development LP** 4812 S. Mill Ave. Tempe, AZ 85282	Key Exec: Gary A. Rosenberg. Sold 1717 single-family-detached houses for $282,696,278. Sold 322 attached houses for $53,638,299. Other income: $29,043,423. SFD product averages 2800 sq. ft. Attached product averages 2800 sq. ft. Last year, company ranked #20.
15	$346,718	**Lennar Corp.** 700 N.W. 107th Ave. Miami, FL 33172	Key Exec: Leonard Miller. Sold 1522 SFD houses for $161,063,000. Sold 958 attached houses for $77,268,000. Non-res: $1,719,000. Rents & fees: $21,166,000. Land sales: $8,879,000. Other income: $76,623,000. SFD product averages 1900 sq. ft. Attached product averages 1300 sq. ft.
16	$331,300	**Fieldstone Co.** 14 Corporate Plaza Newport Beach, CA 92660	Key Exec: Peter M. Ochs. Sold 1128 single-family-detached houses for $303,839,000. Sold 134 attached houses for $20,900,000. Other income: $6,561,000. Last year, company ranked #21.
17	$324,153	**Hovnanian Enterprises Inc.** 10 Highway 35 Red Bank, NJ 07701	Key Exec: Kevork S. Hovnanian. Sold 778 SFD houses for $115,458,000. Sold 1605 attached houses for $176,296,000. Non-res: $4,000,000. Rents & fees: $8,389,000. Land sales: $3,220,000. Other income: $16,790,000. SFD product averages 2000 sq. ft.
18	$323,100	**Watt Industries Inc.** 2716 Ocean Park Blvd. Santa Monica, CA 90406	Key Exec: Raymond A. Watt. Sold 840 SFD houses for $153,900,000. Sold 130 attached houses for $67,700,000. Non-res: $7,000,000. Rents & fees: $52,900,000. Land sales: $17,500,000. Other income: $24,100,000. SFD product averages 2250 sq. ft.
19	$319,973	**Goldrich & Kest Industries** 5150 Overland Avenue Culver City, CA 90231	Key Exec: Jona Goldrich. Sold 35 SFD houses for $32,498,900. Sold 33 attached houses for $20,201,275. Built 198 apartments for $97,842,000. Non-res: $7,369,400. Rents & fees: $160,723,600. Land sales: $1,338,000. Subsidiaries: Prestige Homes.
20	$319,097	**Coscan Development Corp.** P.O. Box 763 Toronto, Ontario M5J 2	Key Exec: L. Ross Cullingworth. Sold 798 SFD houses for $193,330,000. Sold 604 attached houses for $125,767,000. SFD product averages 2200 sq. ft. Attached product averages 1800 sq. ft. Subsidiaries: Coscan Waterways; Coscan Washington; Coscan Florida.
21	$316,229	**M.D.C. Holdings Inc.** 3600 S. Yosemite St. Denver, CO 80237	Key Exec: Larry A. Mizel. Sold 1782 single-family-detached houses for $316,229,000. SFD product averages 2000 sq. ft. Subsidiaries: Richmond Homes. Last year, company ranked #18.
22	$316,000	**Redman Homes** 2550 Walnut Hill Lane, #200 Dallas, TX 75229	Key Exec: Robert Linton. Sold 14,527 mobile homes for $313,000,000. Sold 100 manufactured housing units (modular, panelized or precut) for $3,000,000. Subsidiaries: Redman Building Products. Last year, company ranked #24.
23	$305,461	**Skyline Corp.** P.O. Box 743 Elkhart, IN 46515	Key Exec: Arthur J. Decio. Sold 13,232 mobile homes for $242,467,000. Other income: $62,994,000. Last year, company ranked #33.
24	$299,095	**Standard Pacific L.P.** 1565 W. MacArthur Costa Mesa, CA 92626	Key Exec: Ronald R. Foell. Sold 862 single-family-detached houses for $235,157,000. Other income: $63,938,000. Last year, company ranked #17.
25	$287,352	**Shea Homes** 655 Brea Canyon Road Walnut, CA 91789	Key Exec: Roy Humphreys. Sold 623 SFD houses for $138,018,000. Sold 297 attached houses for $58,094,000. Built 424 apartments for $55,120,000. Rents & fees: $11,029,000. Land sales: $25,091,000. SFD product averages 2600 sq. ft. Attached product averages 1300 sq. ft.

PB&R'S ANNUAL REPORT OF HOUSING'S GIANTS®

Baldwin Moves Up List With $95 Million Revenue Rise

RANK BY REVENUES	$ (000)	COMPANY, LOCATION	OPERATING PLAN
26	$261,300	**Lusk Co.** 17550 Gillette Ave. Irvine, CA 92713	Key Exec: John D. Lusk. Sold 417 SFD houses for $114,200,000. Sold 107 attached houses for $16,000,000. Non-res: $16,300,000. Rents & fees: $70,500,000. Land sales: $30,500,000. Other income: $13,800,000. SFD product averages 2100 sq. ft. Attached product averages 1200 sq. ft.
27	$260,000	**Warmington Homes** 3090 Pullman St., Suite A Costa Mesa, CA 92626	Key Exec: James Hogan. Sold 730 single-family-detached houses for $260,000,000. Last year, company ranked #55.
28	$258,935	**David Weekley Homes Inc.** 1300 Post Oak Blvd., #1000 Houston, TX 77056	Key Exec: David M. Weekley. Sold 1592 single-family-detached houses for $258,935,629. SFD product averages 2750 sq. ft. Subsidiaries: Custom Classics. Last year, company ranked #38.
29	$244,804	**Baldwin Co.** 16811 Hale Ave. Irvine, CA 92714	Key Exec: Alfred E. Baldwin. Sold 419 SFD houses for $94,280,746. Sold 127 attached houses for $61,473,000. Built 232 apartments for $19,250,000. Rents & fees: $1,800,000. Land sales: $18,000,000. Other income: $50,000,000. SFD product averages 2650 sq. ft.
30	$236,693	**Castle & Cooke Properties** 10900 Wilshire Blvd. Los Angeles, CA 90024	Key Exec: David Murdock. Sold 649 SFD houses for $144,008,696. Sold 128 attached houses for $28,402,304. Non-res: $12,640,000. Rents & fees: $15,108,000. Land sales: $21,253,000. Other income: $15,281,000. Parent Company: Dole Foods. Last year, company ranked #101.
31	$236,100	**Presley Cos.** 1900 Corporate Plaza Newport Beach, CA 92660	Key Exec: Wade Cable. Sold 701 single-family-detached houses for $150,600,000. Sold 145 attached houses for $22,300,000. Land sales: $63,200,000. New entrant this year to list; was formerly part of William Lyon Cos.
32	$220,598	**Del Webb Corp.** P.O. Box 29040 Phoenix, AZ 85038	Key Exec: Philip J. Dion. Sold 1660 single-family-detached houses for $220,294,000. Land sales: $304,000. SFD product averages 2100 sq. ft. Subsidiaries: Sun City West; Sun City Tucson; Sun City Las Vegas. Last year, company ranked #35.
33	$216,000	**Jim Walter Homes Inc.** 1500 N. Dale Mabry Hwy. Tampa, FL 33607	Key Exec: Robert W. Michael. Sold 5262 SFD houses for $214,000,000. Remodeling: $2,000,000. SFD product averages 1260 sq. ft. Subsidiaries: Walter Home Improvements. Last year, company ranked #43.
34	$198,764	**Anden Group** 15260 Ventura Blvd., Suite 1700 Sherman Oaks, CA 91403	Key Exec: E.S. Rosenfeld. Sold 514 SFD houses for $115,541,000. Sold 369 attached houses for $59,648,000. Land sales: $23,575,000. SFD product averages 1500 sq. ft. Attached product averages 1000 sq. ft. Last year, company ranked #16.
35	$190,904	**Champion Enterprises** 5573 E. North St. Dryden, MI 48428	Key Exec: Walter R. Young. Sold 8382 mobile homes for $177,718,000. Other income: $13,186,000. Subsidiaries: Champion Home Communities. Last year, company ranked #27.
36	$186,000	**Lexington Homes Inc.** 1156 W. Shure Drive Arlington Heights, IL 60004	Key Exec: Richard Van Schaardenburg. Sold 623 SFD houses for $108,000,000. Sold 579 attached houses for $78,000,000. SFD product averages 1900 sq. ft. Attached product averages 1700 sq. ft. Last year, company ranked #48.
37	$184,944	**J.M. Peters Co.** 3501 Jamboree Road, Suite 200 Newport Beach, CA 92658	Key Exec: James M. Peters. Sold 339 SFD houses for $126,648,000. Sold 56 attached houses for $10,521,000. Land sales: $45,501,000. Other income: $2,274,000. Subsidiaries: J.M. Peters Design Center. Last year, company ranked #39.
38	$181,935	**Toll Brothers Inc.** 3103 Philmont Ave. Huntingdon Valley, PA 19006	Key Exec: Robert I. Toll. Sold 509 SFD houses for $151,683,000. Sold 167 attached houses for $24,288,000. Other income: $5,964,000. SFD product averages 3000 sq. ft. Attached product averages 1800 sq. ft. Last year, company ranked #42.
39	$180,000	**Boston Capital Partners Inc.** 313 Congress St. Boston, MA 02210	Key Exec: John P. Manning. Built 6012 apartments for $180,000,000. Subsidiaries: Boston Capital Properties. Last year, company ranked #31.
40	$175,499	**Drees Co.** 211 Grandview Drive, #300 Covington, KY 41017	Key Exec: Ralph A. Drees. Sold 901 SFD houses for $142,565,590. Sold 225 attached houses for $24,840,265. Non-res: $2,005,089. Rents & fees: $4,263,244. Land sales: $1,824,500. SFD product averages 2180 sq. ft. Attached product averages 1450 sq. ft. Subsidiaries: First Equity.
41	$175,000	**Continental Homes Holding** 7001 N. Scottsdale Road, #2050 Scottsdale, AZ 85250	Key Exec: Donald Loback. Sold 1450 single-family-detached houses for $175,000,000. SFD product averages 2000 sq. ft. Subsidiaries: Continental Homes; KDB Homes; CHI Construction. Last year, company ranked #74.
42	$173,475	**Colson & Colson Construction** 2741 12th St. SE Salem, OR 97302	Key Exec: William E. Colson. Built 1062 apartments for $69,475,000. Rents & fees: $104,000,000. Last year, company ranked #53.
43	$173,000	**Woodcrest Development Inc.** 17911 Mitchell Ave. Irvine, CA 92714	Key Exec: Ronald J. Gilles. Sold 566 SFD houses for $150,000,000. Sold 156 attached houses for $23,000,000. SFD product averages 2350 sq. ft. Attached product averages 1350 sq. ft. Last year, company ranked #25.
44	$172,600	**Simpson Cos.** 3201 S. Tamarac Drive, #200 Denver, CO 80231	Key Exec: Harold Simpson. Built 1762 apartments for $108,800,000. Rents & fees: $63,800,000.
45	$167,567	**Clayton Homes Inc.** P.O. Box 15169 Knoxville, TN 37901	Key Exec: Jim Clayton. Sold 10,104 mobile homes for $167,567,000. Last year, company ranked #56.
46	$166,700	**Holtzman & Silverman Const.** 30833 Northwestern Hwy., #300 Farmington Hills, MI 48334	Key Exec: Gilbert Silverman/Jonathon Holtzman. Sold 147 SFD houses for $24,930,000. Sold 40 attached houses for $9,520,000. Built 525 apartments for $32,725,000. Rents & fees: $98,465,000. Land sales: $1,060,186. SFD product averages 1900 sq. ft.
47	$164,000	**Trammell Crow Residential** 2001 Ross Ave., #3500 Dallas, TX 75201	Key Exec: J. Ronald Terwilliger. Sold 316 SFD houses for $58,000,000. Built 1750 apartments for $106,000,000. Rents & fees: $794,500,000. Other income: $42,400,000. Last year, company ranked #3.
48	$162,634	**Oakwood Homes Corp.** 2225 S. Holden Road Greensboro, NC 27407	Key Exec: Nicholas J. St. George. Sold 5546 mobile homes for $125,507,000. Rents & fees: $1,295,000. Other income: $35,832,000. SFD product averages 991 sq. ft. Subsidiaries: Oakwood Mobile Homes; Homes By Oakwood; Oakwood Land Development.
49	$162,392	**Hunt Building Corp.** P.O. Box 9368 El Paso, TX 79984	Key Exec: M.L. Hunt. Sold 44 SFD houses for $1,996,796. Sold 372 attached houses for $36,856,495. Built 1718 apartments for $110,496,000. Rents & fees: $13,042,952. Last year, company ranked #152.
50	$161,112	**Schult Homes Corp.** P.O. Box 151 Middlebury, IN 46540	Key Exec: W.E. Wells. Sold 5913 mobile homes for $161,112,000. Subsidiaries: Marlette Homes. Last year, company ranked #58.

PB&R'S ANNUAL REPORT OF HOUSING'S GIANTS®

Highland Homes Climbs 100 Spots To No. 71 Ranking

RANK BY REVENUES $ (000)		COMPANY, LOCATION	OPERATING PLAN
51	$160,520	**Bramalea California Inc.** One Park Plaza, #100 Irvine, CA 92714	Key Exec: Peter B. Perrin. Sold 554 SFD houses for $146,381,000. Sold 84 attached houses for $14,139,000. SFD product averages 2000 sq. ft. Attached product averages 1500 sq. ft. Parent firm: Bramalea Ltd., Toronto. Subsidiaries: Marborough Development.
52	$160,475	**Gentry Homes** P.O. Box 295 Honolulu, HI 96809	Key Exec: Joseph J. Ramia. Sold 3 SFD houses for $850,000. Sold 533 attached houses for $90,650,000. Non-res: $11,600,000. Rents & fees: $15,600,000. Land sales: $41,575,000. SFD product averages 1200 sq. ft. Attached product averages 725 sq. ft.
53	$155,063	**Arthur Rutenberg Homes Inc.** 13922 58th St. North Clearwater, FL 34620	Key Exec: Arthur Rutenberg. Sold 761 SFD houses for $147,527,470. Sold 65 attached houses for $7,535,798. SFD product averages 2800 sq. ft. Attached product averages 1900 sq. ft. Subsidiaries: ARC-Belle Meade; Barry Rutenberg & Associates; ARC-Berkley Village.
54	$153,760	**Fairmont Homes Inc.** 502 S. Oakland St. Nappanee, IN 46550	Key Exec: Edward Ludwick. Sold 8344 mobile homes for $145,526,000. Sold 219 manufactured housing units (modular, panelized or precut) for $8,234,000.
55	$151,000	**Home Capital Dev. Group** 707 Broadway, #1600 San Diego, CA 92185	*Professional Builder & Remodeler* estimates that this firm sold 581 single-family-detached houses for $151,000,000. Key Exec: Wayne Biver. Parent firm: Home Fed S&L, San Diego. Last year, company ranked #23.
56	$150,362	**Kimball Hill Inc.** 5999 New Wilke Road Rolling Meadows, IL 60008	Key Exec: David K. Hill Jr. Sold 611 SFD houses for $107,622,500. Sold 446 attached houses for $41,527,506. Other income: $1,212,000. SFD product averages 2557 sq. ft. Attached product averages 1598 sq. ft. Last year, company ranked #73.
57	$149,568	**Perry Homes** P.O. Box 34306 Houston, TX 77234	Key Exec: Bob J. Perry. Sold 885 SFD houses for $148,600,000. Land sales: $968,000. Subsidiaries: Perry Builders. Last year, company ranked #617.
58	$148,014	**McMillin Communities** 2727 Hoover Ave. National City, CA 91950	Key Exec: Corky McMillin. Sold 297 SFD houses for $79,000,000. Built 249 apartments for $7,000,000. Remodeling: $314,406. Non-res: $1,100,000. Rents & fees: $500,000. Land sales: $5,200,000. Other income: $54,900,000. SFD product averages 2400 sq. ft.
59	$145,954	**Forecast Group** 10670 Civic Center Drive Rancho Cucamonga, CA 91730	Key Exec: James P. Previti. Sold 1003 SFD houses for $140,921,000. Rents & fees: $3,879,000. Other income: $1,154,000. SFD product averages 1375 sq. ft. Subsidiaries: Forecast Homes of Northern California. Last year, company ranked #63.
60	$145,000	**Robertson Homes** 6653 Embarcadero Stockton, CA 95219	Key Exec: Barton R. Robertson. Sold 20 single-family-detached houses for $3,000,000. Built 1176 apartments for $100,000,000. Rents & fees: $42,000,000. SFD product averages 2000 sq. ft. Last year, company ranked #62.
61	$144,942	**Ahmanson Development Inc.** 1370 S. Valley Vista Drive, #100 Diamond Bar, CA 91765	Key Exec: Kim Boutelier. Sold 508 SFD houses for $130,326,000. Sold 49 attached houses for $8,833,000. Other income: $403,000. Land sales: $5,380,000. SFD product averages 2000 sq. ft. Attached product averages 1800 sq. ft. Parent firm: Home Savings Of America.
62	$133,977	**Palm Harbor Homes Inc.** 15301 Dallas Pkwy., Suite 800 Dallas, TX 75248	Key Exec: Lee Posey. This company reports that it sold 5063 mobile homes in 1991 for $133,977,000. In last year's report, the company ranked #85.
63	$132,855	**Pacific Scene Inc.** 3900 Harney St. San Diego, CA 92110	Key Exec: Tawfiq Khoury. Sold 188 SFD houses for $45,684,000. Sold 77 attached houses for $18,734,600. Built 300 apartments for $33,000,000. Rents & fees: $32,830,900. Land sales: $2,405,000. SFD product averages 2850 sq. ft. Attached product averages 1200 sq. ft.
64	$132,012	**A-M Homes** 125 E. Victoria St. Santa Barbara, CA 93101	Key Exec: James B. Araujo. Sold 331 SFD houses for $102,627,000. Sold 90 attached houses for $17,260,000. Rents & fees: $268,000. Land sales: $1,722,000. Other income: $10,135,000. SFD product averages 2600 sq. ft. Attached product averages 1700 sq. ft.
65	$130,270	**Hofmann Co.** P.O. Box 907 Concord, CA 94522	Key Exec: K.H. Hofmann. Sold 430 SFD houses for $80,195,000. Non-res: $3,500,000. Rents & fees: $22,500,000. Land sales: $8,500,000. Other income: $15,574,900. SFD product averages 1971 sq. ft. Subsidiaries: Computech Lumber. Last year, company ranked #54.
66	$125,000	**Forest City Enterprises** 10800 Brookpark Road Cleveland, OH 44130	Key Exec: Albert B. Ratner. Built 780 apartments for $75,000,000. High-rise residential: $50,000,000. Subsidiaries: Forest City Residential Development; Forest City Properties; Sunrise Land. Last year, company ranked #154.
67	$124,088	**D.R. Horton Inc.** 2221 E. Lamar Blvd., Suite 950 Arlington, TX 76006	Key Exec: Don R. Horton. This company reports that in 1991 it sold 899 single-family-detached houses for $124,088,000. Horton's single-family-detached product averages 2200 sq. ft.
68	$122,920	**Village Builders** P.O. Box 2567 Houston, TX 77001	Key Exec: Robert Bradley. Sold 740 SFD houses for $122,920,000. SFD product averages 3000 sq. ft. Parent firm: Exxon Co. USA. Subsidiaries: Period Classic. Last year, company ranked #70.
69	$119,500	**GBW Properties** 520 S. Lafayette Park Place Los Angeles, CA 90057	Key Exec: Jay H. Wilton. Built 1555 apartments for $117,000,000. Rents & fees: $2,500,000. Subsidiaries: Tri-Con Builders. Last year, company ranked #104.
70	$119,319	**Morris General Building Co.** P.O. Box 3632 Chatsworth, CA 91313	Key Exec: G.L. Morris. Sold 4 SFD houses for $10,000,000. Sold 160 attached houses for $26,400,000. Built 350 apartments for $57,750,000. Remodeling: $7,800,000. Non-res: $7,861,000. High-rise residential: $9,180,000. Rents & fees: $328,000.
71	$119,234	**Highland Homes** 12880 Hillcrest, #202 Dallas, TX 75230	Key Exec: Rodger Sanders. Sold 997 single-family-detached houses for $119,233,846. SFD product averages 2500 sq. ft. Subsidiaries: R. Sanders & Associates. Last year, company ranked #171.
72	$119,119	**Barratt American Inc.** 30 Fairbanks, Suite 110 Irvine, CA 92718	Key Exec: Micheal Pattinson. Sold 290 SFD houses for $75,748,629. Sold 229 attached houses for $42,000,000. Rents & fees: $330,725. Land sales: $1,039,955. SFD product averages 2574 sq. ft. Attached product averages 1521 sq. ft. Parent firm: Barratt Dev. PLC, U.K.
73	$116,000	**Taylor Woodrow Homes USA** 3991 McArthur Blvd. Newport Beach, CA 92660	Key Exec: Gordon Tippell. Sold 307 SFD houses for $78,471,000. Sold 135 attached houses for $34,529,000. Land sales: $3,000,000. Parent firm: Taylor Woodrow PLC, London. Subsidiaries in California, Florida and Nevada. Last year, this company ranked #109.
74	$115,971	**Robson Communities** 25612 E.J. Robson Blvd. Sun Lakes, AZ 85248	Key Exec: E.J. Robson. Sold 949 SFD houses for $105,426,480. Rents & fees: $360,000. Other income: $3,360,000. Land sales: $6,825,000. SFD product averages 1890 sq. ft. Subsidiaries: Sun Lakes Marketing; SaddleBrooke Development; SBG Development.
75	$115,805	**Landstar Homes** 510 Elkwood Court Kissimmee, FL 34743	Key Exec: Rodolfo Stern. Sold 934 SFD houses for $100,405,000. Sold 220 attached houses for $15,400,000. SFD product averages 1825 sq. ft. Attached product averages 1182 sq. ft. Subsidiaries: Real Estate Corp. of Florida; Community Dev. of Orange County.

Harkins Builds 1282 Rental Units In 1991

RANK BY REVENUES	$ (000)	COMPANY, LOCATION	OPERATING PLAN
76	$112,714	**Stanley Martin Cos.** 8000 Towers Crescent Drive Vienna Spring, VA 22182	Key Exec: Martin K. Alloy. Sold 186 SFD houses for $61,723,000. Sold 146 attached houses for $28,223,000. Non-res: $1,300,000. Rents & fees: $10,331,000. Land sales: $6,415,000. Other income: $4,722,000. SFD product averages 2800 sq. ft. Subsidiaries: Heritage Mortgage.
77	$111,000	**Van Daele Development** 2900 Adams St., Suite C25 Riverside, CA 92504	Key Exec: Michael Van Daele. Sold 540 SFD houses for $80,000,000. Built 300 apartments for $18,000,000. Non-res: $2,000,000. Land sales: $11,000,000. SFD product averages 1600 sq. ft. Last year, company ranked #122.
78	$110,000	**Calton Inc.** 500 Craig Road Freehold, NJ 07728	Key Exec: Anthony J. Caldarone. Sold 535 SFD houses for $99,000,000. Sold 200 attached houses for $11,000,000. SFD product averages 2400 sq. ft. Attached product averages 1600 sq. ft. Subsidiaries in New Jersey, Pennsylvania and Florida. Last year, company ranked #46.
79	$109,321	**Harkins Builders Inc.** 12301 Old Columbia Pike Silver Spring, MD 20904	Key Exec: Thomas P. Harkins. Sold one SFD house for $361,881. Sold 27 attached houses for $3,102,936. Built 1282 apartments for $93,704,086. Remodeling: $580,000. Non-res: $11,572,000. Subsidiaries: Harkins Commercial; Harkins Carpentry. Last year, ranked #51.
80	$107,002	**George Wimpey Inc.** 3565 Seventh Ave. San Diego, CA 92103	Key Exec: David Heppell. Sold 585 SFD houses for $95,378,000. Non-res: $264,000. Rents & fees: $300,000. Land sales: $11,060,000. Parent firm: George Wimpey PLC, London. Subsidiaries: Morrison Homes; G.W. Florida; Monarch Homes. Last year, company ranked #89.
81	$104,429	**Summit Properties** 212 S. Tryon St., #500 Charlotte, NC 28281	Key Exec: William F. Paulsen. In 1991, this company built 1018 apartments for $61,700,000. Rents & fees: $42,729,265. Last year, this company ranked #34.
82	$104,097	**Cambridge Homes Inc.** 800 S. Milwaukee Ave. Libertyville, IL 60048	Key Exec: Richard J. Brown. Sold 273 SFD houses for $54,530,608. Sold 266 attached houses for $36,971,195. Rents & fees: $7,769,537. Land sales: $2,849,000. Other income: $1,976,632. SFD product averages 2325 sq. ft. Attached product averages 1550 sq. ft.
83	$103,997	**John Wieland Homes** P.O. Box 87363 Atlanta, GA 30337	Key Exec: John Wieland. Sold 603 single-family-detached houses for $103,997,000. Last year, company ranked #144.
84	$103,000	**Horton Homes Inc.** P.O. Box 4410 Eatonton, GA 31024	Key Exec: N.D. Horton Jr. Sold 6900 mobile homes for $89,000,000. Sold 500 manufactured housing units (modular, panelized or precut) for $14,000,000. Last year, company ranked #116.
85	$102,590	**Beazer Properties Inc.** 945 E. Paces Ferry Road Atlanta, GA 30326	Key Exec: Ian McCarthy. Sold 954 single-family-detached houses and built 153 apartments for $102,590,000. Parent firm: Hanson Industries, Iselin, N.J. Subsidiaries: Cohn Communities; Phillips Builders; Squires Homes. Last year, company ranked #97.
86	$97,203	**Washington Homes Inc.** 1802 Bright Seat Road Landover, MD 20785	Key Exec: Geaton A. DeCesaris Jr. Sold 304 single-family-detached houses for $52,408,304. Sold 388 attached houses for $42,594,435. Land sales: $2,200,000. Last year, company ranked #119.
87	$96,811	**Lincoln Property Co.** 500 N. Akard Dallas, TX 75201	Key Exec: A. Mack Pogue. In 1991, this company built 1027 apartments for $96,811,000. Non-res income: $43,535,000. Rents & fees: $687,448,000. Land sales: $1,830,000. Other income: $762,057,000.
88	$95,900	**Elliott Homes Inc.** 160 Blue Ravine Drive, Suite A Folsom, CA 95630	Key Exec: Harry C. Elliott III. In 1991, this company sold 452 single-family-detached houses for $74,900,000, and built 328 apartments for $21,000,000. Last year, the company ranked #40.
89	$94,700	**Schuler Homes** 1001 Bishop St. Honolulu, HI 96813	Key Exec: James K. Schuler. Sold 110 SFD houses for $22,500,000. Sold 450 attached houses for $53,500,000. Built 64 apartments for $5,200,000. Rents & fees: $2,500,000. Land sales: $9,000,000. Other income: $2,000,000. Subsidiaries: JPS Hawaii; Port Quendall.
90	$94,500	**Griffin Homes** 24005 Ventura Blvd. Calabasas, CA 91302	Key Exec: Paul E. Griffin Jr. Sold 253 SFD houses for $58,183,000. Sold 76 attached houses for $8,757,000. Rents & fees: $400,000. Land sales: $27,160,000. SFD product averages 2315 sq. ft. Last year, company ranked #44.
91	$93,500	**Hassinger Cos.** 300 Park Blvd., #515 Itasca, IL 60143	Key Exec: Norman M. Hassinger Jr. Sold 311 SFD houses for $69,200,000. Sold 135 attached houses for $22,300,000. Other income: $2,000,000. SFD product averages 2600 sq. ft. Attached product averages 1600 sq. ft. Subsidiaries: Hoffman Homes; Richland Development.
92	$92,060	**Cooper Communities Inc.** 210 Town Center S.E. Bella Vista, AR 72714	Key Exec: Larry B. Cooper. Sold 265 SFD houses for $34,486,000. Sold 20 attached houses for $3,100,000. Rents & fees: $1,407,000. Other income: $22,884,000. Land sales: $30,183,000. SFD product averages 1950 sq. ft. Attached product averages 2150 sq. ft. Last year, ranked #290.
93	$91,569	**Winncrest Homes** 9985 Folsom Blvd. Sacramento, CA 95827	Key Exec: Thomas P. Winn. Sold 532 single-family-detached houses for $90,356,446. Land sales: $443,557. Other income: $769,311. Subsidiaries: River City Sales; River City Escrow. Last year, company ranked #88.
94	$91,243	**Rayco Inc.** 4800 Fredericksburg Road San Antonio, TX 78229	Key Exec: Jack H. Willome. In 1991, this company sold 1114 single-family-detached houses for $91,243,000. SFD product averages 2400 sq. ft. In last year's report, this company ranked #188.
95	$90,885	**Meeker Development Co.** 3187-A Airway Ave. Costa Mesa, CA 92626	Key Exec: George R. Meeker Jr. Sold 272 single-family-detached houses for $75,980,000. Land sales: $14,905,000. SFD product averages 2301 sq. ft. Last year, company ranked #57.
96	$90,700	**Lycon Group** 15303 Ventura, Suite 1000 Sherman Oaks, CA 91403	*Professional Builder & Remodeler* estimates that this firm sold 214 single-family-detached houses for $42,800,000, and built 354 apartments for $47,900,000. Key Exec: Dale & Robert Francescon. Last year, the company ranked #81.
97	$90,677	**Trafalgar House Property** 300 Phillips Blvd. Trenton, NJ 08618	Key Exec: W.J.B. Davies. Sold 170 SFD houses for $49,310,000. Sold 264 attached houses for $37,325,000. Non-res: $1,163,000. Rents & fees: $2,582,000. Other income: $11,000. Land sales: $286,000. SFD product averages 2800 sq. ft. Attached product averages 1600 sq. ft.
98	$90,000	**Town & Country Homes** 1603 W. 16th St. Oak Brook, IL 60521	Key Exec: William G. Ryan. Sold 384 SFD houses for $73,240,000. Sold 118 attached houses for $16,760,000. SFD product averages 1800 sq. ft. Attached product averages 1400 sq. ft. Last year, company ranked #112.
99	$89,956	**Wausau Homes Inc.** P.O. Box 8005 Wausau, WI 54402	Key Exec: Marvin C. Schuette. Sold 3194 manufactured housing units (modular, panelized or precut) for $89,956,000. Subsidiaries: Advance Building Systems. Last year, company ranked #130.
100	$89,291	**American West Development** 2700 E. Sunset Road, Suite 5 Las Vegas, NV 89120	Key Exec: Lawrence D. Canarelli. Sold 516 single-family-detached houses for $80,450,000. Land sales: $8,841,000. SFD product averages 2688 sq. ft. Last year, company ranked #113.

PB&R'S ANNUAL REPORT OF HOUSING'S GIANTS®

Nanticoke Handles Both Manufactured And Stick-Built

RANK BY REVENUES	$ (000)	COMPANY, LOCATION	OPERATING PLAN
101	$87,298	**Holly Corp.** 101 E. 26th St., Suite 301 Tacoma, WA 98421	Key Exec: Daniel M. Kelley. Sold six SFD houses for $590,250. Built 1146 apartments for $83,292,250. Rents & fees: $2,282,486. Land sales: $363,000. Other income: $770,473. SFD product averages 1665 sq. ft. Last year, company ranked #153.
102	$87,064	**Wallick Construction** P.O. Box 1023 Columbus, OH 43216	Key Exec: Jack L. Wallick. Sold 82 SFD houses for $10,500,000. Sold 64 attached houses for $4,100,000. Built 611 apartments for $23,521,527. Remodeling: $1,124,170. Rents & fees: $47,818,800. Subsidiaries: Gemstar Homes; Wallick Properties. Last year, ranked #281.
103	$86,000	**Commodore Corp.** P.O. Box 577 Goshen, IN 46526	*Professional Builder & Remodeler* estimates that in 1991, this firm sold 4000 mobile homes for $86,000,000. Key Exec: Barry Shein. Subsidiaries in Pennsylvania, Virginia and Indiana. Last year, company ranked #100.
104	$85,925	**Orleans Cos.** 2507 Philmont Ave. Huntingdon Valley, PA 19006	Key Exec: Jeffrey P. Orleans. Sold 153 SFD houses for $33,824,000. Sold 406 attached houses for $44,108,000. Built 61 apartments for $6,318,000. Land sales: $1,675,000. SFD product averages 2400 sq. ft. Attached product averages 1600 sq. ft.
105	$84,000	**Nanticoke Homes** P.O. Box F Greenwood, DE 19950	Key Exec: John Mervine Sr. Sold 520 SFD houses for $37,000,000. Sold 100 attached houses for $5,000,000. Sold 620 manufactured housing units (modular, panelized or precut) for $42,000,000. SFD product averages 1500 sq. ft. Attached product averages 1300 sq. ft.
106	$83,761	**Oriole Homes Corp.** 1690 S. Congress Ave. Delray Beach, FL 33445	Key Exec: Richard D. Levy. Sold 140 SFD houses for $22,621,447. Sold 474 attached houses for $47,479,551. Land sales: $2,447,434. Other income: $11,212,751. SFD product averages 2000 sq. ft. Last year, company ranked #120.
107	$82,900	**Zale Group** 100 Lexington Drive Buffalo Grove, IL 60089	Key Exec: Gregg Zale. Sold 301 single-family-detached houses for $51,800,000. Sold 61 attached houses for $14,100,000. Non-res: $15,000,000. Rents & fees: $2,000,000. Last year, company ranked #135.
108	$82,269	**Newmark Home Corp.** 10435 Greenbough, Suite 101 Stafford, TX 77477	Key Exec: John E. Harris. Sold 452 SFD houses for $82,269,416. Single-family-detached product averages 3200 sq. ft. Subsidiaries: Harris Estate Homes. Last year, company ranked #183.
109	$81,619	**McBail Co.** 3200 Danville Blvd., Suite 200 Alamo, CA 94507	Key Exec: Wesley Bailey & E.J. McGah. Sold 364 SFD houses for $71,027,000. Sold 37 attached houses for $3,722,000. Rents & fees: $1,568,000. Land sales: $4,234,000. Other income: $1,068,000. SFD product averages 1800 sq. ft. Attached product averages 800 sq. ft.
110	$81,477	**Borror Corp.** 5501 Frantz Road Dublin, OH 43017	Key Exec: Douglas G. Borror. Sold 493 SFD houses for $61,471,000. Sold 15 attached houses for $1,952,000. Rents & fees: $6,075,000. Land sales: $1,192,000. Other income: $10,787,000. SFD product averages 1800 sq. ft. Attached product averages 2000 sq. ft.
111	$81,276	**Van Metre Cos.** 5252 Lyngate Court Burke, VA 22015	Key Exec: Richard Rabil. Sold 94 SFD houses for $31,973,333. Sold 70 attached houses for $10,939,677. Rents & fees: $25,600,000. Land sales: $12,763,531. SFD product averages 2900 sq. ft. Attached product averages 1600 sq. ft. Last year, company ranked #128.
112	$81,079	**Signature Homes (Nevada)** 801 S. Rancho Drive, #E-4 Las Vegas, NV 89106	Key Exec: Richard Plaster. Sold 517 single-family-detached houses for $74,213,458. Sold 116 attached houses for $6,652,564. Rents & fees: $212,828. Last year, company ranked #131.
113	$80,000	**D.G. Associates** 10769 Woodside Ave., #201 Santee, CA 92071	*Professional Builder & Remodeler* estimates that in 1991, this firm sold 762 single-family-detached houses for $80,000,000. Key Exec: Art Thompson. Last year, company ranked #61.
114	$78,380	**Coleman Homes** P.O. Box 9336 Bakersfield, CA 93389	Key Exec: Thomas Coleman. Sold 529 single-family-detached houses for $78,140,000. Rents & fees: $240,000. Single-family-detached product averages 1850 sq. ft. Last year, company ranked #82.
115	$78,201	**Engle Homes** 123 NW 13th St., Suite 300 Boca Raton, FL 33432	Key Exec: Alec Engelstein. Sold 396 SFD houses for $60,981,862. Sold 58 attached houses for $6,222,100. Rents & fees: $3,620,987. Land sales: $7,375,919. SFD product averages 2000 sq. ft. Last year, company ranked #158.
116	$77,604	**Sunrise Co.** 42-600 Cook St., #200 Palm Desert, CA 92260	Key Exec: William Bone. Sold 21 SFD houses for $7,648,000. Sold 176 attached houses for $42,689,000. Other income: $27,267,000. SFD product averages 3000 sq. ft. Attached product averages 2000 sq. ft. Last year, company ranked #45.
117	$77,310	**Rosien Homes** 1235 Westlake Drive, Suite 350 Berwyn, PA 19312	Key Exec: W. Joseph Duckworth. Sold 159 SFD houses for $40,584,529. Sold 178 attached houses for $28,087,270. Remodeling: $233,019. Rents & fees: $5,307,813. Land sales: $3,097,500. SFD product averages 2750 sq. ft. Attached product averages 1850 sq. ft.
118	$76,573	**Lowder Construction Co.** 2000 Interstate Park Drive Montgomery, AL 36142	Key Exec: James K. Lowder. Sold 166 SFD houses for $16,141,000. Built 812 apartments for $28,800,000. Remodeling: $1,663,000. Non-res: $21,411,000. Rents & fees: $6,568,000. Land sales: $1,990,000. SFD product averages 1700 sq. ft. Parent firm: Colonial Co.
119	$76,354	**Century Homes Communities** 1535 S. D St., #200 San Bernardino, CA 92408	Key Exec: John Pavelak. Sold 532 SFD houses for $69,790,268. Land sales: $6,563,909. SFD product averages 1400 sq. ft. Subsidiaries: Century West Mortgage; Centrust Insurance; Lifestyle Homes. Last year, company ranked #126.
120	$75,776	**David Cutler Group** 1 Valley Square, 512 Twp. Line Blue Bell, PA 19422	Key Exec: David Cutler. Sold 183 SFD houses for $51,965,229. Sold 86 attached houses for $13,550,590. Built 39 apartments for $6,435,000. Non-res: $1,675,000. Land sales: $2,150,000. SFD product averages 3300 sq. ft. Attached product averages 2200 sq. ft.
121	$75,200	**Lexington Homes** 7700 College Town Drive, #118 Sacramento, CA 95826	Key Exec: Sotiris K. Kolokotronis. Sold 134 SFD houses for $27,550,000. Built 324 apartments for $26,000,000. Rents & fees: $3,800,000. Land sales: $17,850,000. SFD product averages 1900 sq. ft. Last year, company ranked #92.
122	$74,935	**Paragon Group** 7557 Rambler Road, #1200 Dallas, TX 75231	Key Exec: W.R. Cooper. Sold 43 SFD houses for $8,433,000. Built 1698 apartments for $66,502,000. Remodeling: $1,080,000. Non-res: $79,639,000. Rents & fees: $452,065,000. Land sales: $6,000,000. Other income: $40,000,000. SFD product averages 2200 sq. ft.
123	$74,139	**Quaker Group Builders** 593 Bethlehem Pike Montgomeryville, PA 18836	Key Exec: Streeper Karr III. Sold 302 SFD houses for $51,232,261. Built 209 apartments for $10,200,000. Non-res: $9,400,000. Rents & fees: $3,306,423. SFD product averages 2000 sq. ft. Attached product averages 800 sq. ft. Subsidiaries: Quaker Construction Management.
124	$74,050	**Golden West Homes** 1308 Wakeham Santa Ana, CA 92705	Key Exec: Harry Karsten Jr. Sold 2380 mobile homes for $74,050,000. Last year, company ranked #124.
125	$73,522	**Akins Development Co.** 5 Park Plaza, Suite 400 Irvine, CA 92714	Key Exec: Bruce Akins. Sold 61 SFD houses for $22,613,000. Sold 99 attached houses for $18,053,000. Built 442 apartments for $29,756,000. Rents & fees: $2,900,000. Other income: $200,000. SFD product averages 2750 sq. ft. Attached product averages 1400 sq. ft.

Jones, Woodside & Flournoy Add Remodeling Revenues

RANK BY REVENUES	$ (000)	COMPANY, LOCATION	OPERATING PLAN
126	$72,645	**Levitt Corp.** 7777 Glades Road, #410 Boca Raton, FL 33434	Key Exec: Elliott M. Wiener. Sold 347 SFD houses for $50,880,000. Sold 216 attached houses for $18,016,000. Built 224 apartments. Other income: $3,749,000. SFD product averages 1750 sq. ft. Attached product averages 1225 sq. ft. Parent firm: Starrett Housing Corp.
127	$72,208	**Wick Building Systems** 404 Walter Road Mazomanie, WI 53560	Key Exec: John Wick. Sold 1821 mobile homes for $43,875,000. Sold 184 manufactured housing units (modular, panelized or precut) for $10,098,000. Non-res: $18,235,000. Last year, company ranked #203.
128	$71,851	**Pasquinelli Construction Co.** P.O. Box 1639 Homewood, IL 60430	Key Exec: Bruno A. Pasquinelli. Sold 186 SFD houses for $32,480,619. Sold 189 attached houses for $20,511,981. Remodeling: $162,000. Non-res: $5,126,240. Rents & fees: $218,260. Land sales: $13,053,727. Other income: $298,400. SFD product averages 1680 sq. ft.
129	$71,574	**Falcon Development Corp.** 2290 S. Jones Blvd., #110 Las Vegas, NV 59102	Key Exec: Mark Doppe. Sold 416 SFD houses for $47,840,000. Sold 124 attached houses for $9,300,000. Built 136 apartments for $14,400,000. Rents & fees: $33,682. SFD product averages 1795 sq. ft. Attached product averages 1063 sq. ft. Subsidiaries: Falcon Engineering.
130	$70,339	**DiVosta & Co.** 4500 PGA Blvd., Suite 400 Palm Beach Garden, FL 33418	Key Exec: Otto B. DiVosta. Sold 198 SFD houses for $29,706,000. Sold 438 attached houses for $36,890,000. Non-res: $307,445. Rents & fees: $3,435,412. SFD product averages 1900 sq. ft. Attached product averages 1250 sq. ft. Last year, company ranked #103.
131	$70,163	**Kathryn Thompson Dev.** 85 Argonaut Aliso Viejo, CA 92656	Key Exec: Kathryn G. Thompson. Sold 108 single-family-detached houses for $29,271,300. Sold 249 attached houses for $40,892,000. SFD product averages 1957 sq. ft. Subsidiaries: Gore Development. Last year, company ranked #145.
132	$70,000	**Casden Properties** 9090 Wilshire Blvd. Beverly Hills, CA 90211	Key Exec: Alan I. Casden. Sold 33 SFD houses for $11,000,000. Sold 94 attached houses for $15,000,000. Built 279 apartments for $44,000,000. Land sales: $225,000,000. Last year, company ranked #11.
133	$69,935	**J.E. Jones Const. Co.** 13100 Manchester Road St. Louis, MO 63131	Key Exec: Robert E. Jones. Sold 317 SFD houses for $47,658,777. Sold 25 attached houses for $2,696,000. Remodeling: $89,713. Rents & fees: $5,354,556. Land sales: $3,874,750. Other income: $10,260,719. SFD product averages 2275 sq. ft. Subsidiaries: Community Investment.
134	$67,621	**Cavalier Homes** 600 M Bank Bldg. Wichita Falls, TX 76307	Key Exec: Barry Donnell. Sold 4234 mobile homes for $67,621,499. Subsidiaries: Mansion Homes; Buccaneer Homes; Brigadier of North Carolina. Last year, company ranked #175.
135	$67,100	**West Venture Development Co.** 6345 Balboa Blvd., Suite 225 Encino, CA 91316	Key Exec: James Sorenson. Sold 407 single-family-detached houses for $54,400,000. Non-res: $8,800,000. Rents & fees: $3,900,000. SFD product averages 1400 sq. ft. Parent firm: Walter Lawrence PLC. Last year, company ranked #117.
136	$66,698	**Homes of Merit** P.O. Box 1606 Bartow, FL 33830	Key Exec: Charles E. Weeder. Sold 3860 mobile homes for $66,697,515. Last year, company ranked #195.
137	$66,549	**Western National Properties** 630 The City Drive, #200 Orange, CA 92668	Key Exec: Michael K. Hayde. Sold six single-family-detached houses for $2,849,350. Built 634 apartments for $63,700,000. Last year, company ranked #123.
138	$66,248	**Embrey Associates** 750 E. Mulberry St., Suite 500 San Antonio, TX 78212	Key Exec: Walter Embrey. Built 812 apartments for $46,060,000. Rents & fees: $18,368,000. Land sales: $1,820,000. Last year, company ranked #138.
139	$66,000	**Inco Homes** P.O. Box 970 Upland, CA 91785	*Professional Builder & Remodeler* estimates that in 1991, this firm sold 500 single-family-detached houses for $66,000,000. Key Exec: Ira Norris. SFD product averages 1675 sq. ft. Subsidiaries: Freedom Mortgage. Last year, company ranked #222.
140	$65,465	**The Gables Development Co.** 6820 Elm St. McLean, VA 22101	Key Exec: Eric Johnson. Sold 20 attached houses for $1,935,431. Sold 590 mobile homes for $43,643,500. Remodeling: $3,033,950. Non-res: $820,000. Rents & fees: $817,154. Other income: $15,214,504.
141	$65,128	**Woodside Homes** 2275 Renaissance Drive, C&D Las Vegas, NV 89119	Key Exec: Ezra Nilson. Sold 502 SFD houses for $56,180,566. Remodeling: $8,947,351. Single-family-detached product averages 1750 sq. ft. Last year, company ranked #344.
142	$64,388	**Davidson Communities** 12520 High Bluff Drive San Diego, CA 92130	Key Exec: William A. Davidson. Sold 158 SFD houses for $45,960,000. Sold 20 attached houses for $9,228,000. Non-res: $9,000,000. Rents & fees: $200,000. SFD product averages 2737 sq. ft. Attached product averages 2744 sq. ft. Last year, company ranked #310.
143	$64,366	**Condiotti Enterprises** P.O. Box 6855 Santa Rosa, CA 95406	Key Exec: A. Condiotti. Sold 249 SFD houses for $50,000,000. Sold 42 attached houses for $6,300,000. Rents & fees: $8,066,000. SFD product averages 1600 sq. ft. Attached product averages 1300 sq. ft. Last year, company ranked #80.
144	$64,000	**Dunmore Homes** 2150 Professional Drive Roseville, CA 95661	Key Exec: Sidney B. Dunmore. Sold 301 SFD houses for $46,000,000. Non-res: $18,000,000. SFD product averages 1600 sq. ft. Subsidiaries: Warren Lumber Co.; J.A. Plumbing. Last year, company ranked #90.
145	$63,287	**AMREP Corp.** 10 Columbus Circle New York, NY 10019	Key Exec: Anthony B. Gliedman. Sold 387 SFD houses for $27,577,000. Sold 28 attached houses for $1,739,000. Rents & fees: $30,398,000. Land sales: $3,573,000. Subsidiaries: AMREP Southwest; AMREP Southeast. Last year, company ranked #107.
146	$63,048	**Artery Organization** 7200 Wisconsin Ave. Bethesda, MD 20814	Key Exec: Alan B. Geller. Sold 50 single-family-detached houses for $11,486,697. Sold 335 attached houses for $45,687,303. Non-res: $1,209,000. Rents & fees: $4,665,000. Last year, company ranked #94.
147	$63,025	**Di Loreto Construction** P.O. Box 70280 Reno, NV 89570	Key Exec: Perry M. Di Loreto. Sold 355 SFD houses for $49,700,000. Sold 65 attached houses for $6,825,000. Non-res: $3,000,000. Rents & fees: $1,500,000. Land sales: $2,000,000. SFD product averages 2000 sq. ft. Attached product averages 1200 sq. ft.
148	$62,460	**Flournoy Construction** P.O. Box 6566 Columbus, GA 31995	Key Exec: J. Randolph Osborne. Built 1054 apartments for $47,430,000. Remodeling: $50,000. Non-res: $2,000,000. Rents & fees: $12,500,000. Land sales: $480,000. Last year, company ranked #136.
149	$62,061	**Richmarr Construction Corp.** 5301 Wisconsin Ave. N.W., #500 Washington, D.C. 20015	Key Exec: Richard A. Kirstein. Sold 205 SFD houses for $50,361,250. Sold 30 attached houses for $4,350,000. Built 245 apartments for $7,350,000. SFD product averages 2750 sq. ft. Attached product averages 2100 sq. ft. Subsidiaries: Richmarr Excavation Co. Last year, ranked #168.
150	$62,000	**W.O. Brisben Cos.** 4750 Ashwood Drive, Suite 300 Cincinnati, OH 45241	*Professional Builder & Remodeler* estimates that in 1991, this firm built 607 apartments for $62,000,000. Key Exec: W.O. Brisben. Subsidiaries: Brisben Realty; Brisben Development Co. Last year, company ranked #239.

PB&R'S ANNUAL REPORT OF HOUSING'S GIANTS®

Mitchell Revenues Increase 96% To $61.5 Million

RANK BY REVENUES	$ (000)	COMPANY, LOCATION	OPERATING PLAN
151	$61,550	**Mitchell Co.** P.O. Box 160306 Mobile, AL 36616	Key Exec: John Saint. Sold 550 attached houses for $38,000,000. Remodeling: $550,000. Rents & fees: $20,000,000. Land sales: $3,000,000. Subsidiaries: Gulf Coast Building & Supply. Last year, company ranked #323.
152	$60,600	**Sun City Center Corp.** P.O. Box 5698 Sun City Center, FL 33570	Key Exec: Kim Frosell. Sold 285 single-family-detached houses for $32,000,000. Non-res: $1,800,000. Land sales: $3,000,000. Other income: $23,800,000. Subsidiaries: Walden Lake. Last year, company ranked #276.
153	$59,948	**Crosswinds Communities** 7380 Meadowridge Circle Bloomfield, MI 48033	Key Exec: Bernard Glieberman. Sold 320 SFD houses for $32,000,000. Sold 150 attached houses for $21,000,000. Rents & fees: $1,540,000. Land sales: $5,408,000. SFD product averages 1450 sq. ft. Attached product averages 1350 sq. ft. Last year, company ranked #193.
154	$59,850	**John LaFata Ltd.** 8900 13 Mile Road Warren, MI 48093	Key Exec: John LaFata. Sold 108 single-family-detached houses for $10,800,000. Sold 74 attached houses for $7,500,000. Built 820 apartments for $35,000,000. Remodeling: $3,900,000. Rents & fees: $450,000. Land sales: $2,200,000.
155	$59,500	**D.W. Hutson Construction** 3030 Hartley Road, #290 Jacksonville, FL 32257	Key Exec: David W. Hutson. Sold 583 SFD houses for $50,600,000. Rents & fees: $1,300,000. Land sales: $5,700,000. Other income: $1,900,000. Subsidiaries: Various Related Operations.
156	$59,400	**Dividend Development Corp.** 3600 Pruneridge Ave., Suite 340 Santa Clara, CA 95051	*Professional Builder & Remodeler* estimates that in 1991, this firm sold 300 single-family-detached houses for $59,400,000. Key Exec: Douglas Watson. Last year, company ranked #84.
157	$58,883	**Bresler & Reiner** 401 M St. S.W. Washington, D.C. 20024	Key Exec: Charles S. Bresler. Sold 111 SFD houses for $17,323,000. Sold 43 attached houses for $9,400,000. Remodeling: $1,100,000. Rents & fees: $13,700,000. Land sales: $360,000. Other income: $17,000,000. Subsidiaries: Charles Burton Builders; Town Center Management.
158	$58,500	**Milburn Investments** 11911 Burnet Road Austin, TX 78766	Key Exec: Bill Milburn. Sold 672 single-family-detached houses for $58,500,000. SFD product averages 1800 sq. ft. Subsidiaries: Milburn Land Development; Miltex Mortgage Co.; Travis Title Co. Last year, company ranked #303.
159	$58,125	**S&A Custom Built Homes** 501 Rolling Drive, Suite 200 State College, PA 16801	Key Exec: Don Haubert, Robert Poole. Sold 481 SFD houses for $43,435,000. Sold 77 attached houses for $7,045,000. Remodeling: $145,000. Non-res: $1,250,000. Land sales: $2,500,000. Other income: $3,750,000. SFD product averages 1650 sq. ft. Last year, company ranked #204.
160	$58,000	**James Lewis Corp.** 1301 Lancaster Ave. Berywn, PA 19312	*Professional Builder & Remodeler* estimates that in 1991, this firm sold 145 SFD houses for $38,000,000, and 120 attached houses for $20,000,000. Key Exec: Lewis J. Brandolini III. Subsidiaries: First Stafford Corp.; Daylesford Associates; Baldwin Development.
161	$57,600	**Henry Fischer Builder** 2670 Chancellor Drive, Suite 300 Crestview Hills, KY 41017	Key Exec: Henry K. Fischer. Sold 286 single-family-detached houses for $51,600,000. Sold 57 attached houses for $6,000,000. SFD product averages 2600 sq. ft. Attached product averages 1900 sq. ft. Last year, company ranked #246.
162	$57,529	**Owings & Terry Homebuilding** P.O. Box 7679 Marietta, GA 30065	Key Exec: S. Kent Owings. Sold 522 SFD houses for $52,458,838. Rents & fees: $1,670,000. Land sales: $3,400,000. SFD product averages 1800 sq. ft. Subsidiaries: Northlake Homes; Gulfland Homes. Last year, company ranked #157.
163	$57,500	**Post Properties** 3350 Cumberland Circle, #2200 Atlanta, GA 30339	Key Exec: John A. Williams. Built 1000 apartments for $57,500,000. High-rise residential: $11,500,000. Rents & fees: $85,771,500. Other income: $28,200,000. Subsidiaries: Post Atlanta; Post Florida; Post Washington. Last year, company ranked #200.
164	$57,500	**Sundance Homes** 5360 Keystone Court Rolling Meadows, IL 60008	Key Exec: Maurice Sanderman. Sold 225 SFD houses for $45,000,000. Sold 100 attached houses for $12,500,000. SFD product averages 1347 sq. ft. Attached product averages 1875 sq. ft. Last year, company ranked #247.
165	$57,326	**Sunland Communities** 5095 Murphy Canyon Road San Diego, CA 92123	Key Exec: Ure Kretowicz. Sold 232 SFD houses for $47,759,000. Sold 35 attached houses for $4,333,000. Rents & fees: $1,107,000. Land sales: $4,127,000. SFD product averages 2250 sq. ft. Attached product averages 1050 sq. ft. Last year, company ranked #99.
166	$57,000	**McGuyer Homebuilders** 7676 Woodway, #104 Houston, TX 77063	Key Exec: Frank McGuyer. Sold 575 single-family-detached houses for $57,000,000.
167	$56,464	**Hughes-Patwil Homes** P.O. Box 6181 Harrisburg, PA 17112	Key Exec: Eugene Bastian. Sold 773 single-family-detached houses for $56,306,833. Remodeling: $157,316. Single-family-detached product averages 1500 sq. ft. Last year, company ranked #209.
168	$56,219	**Fuqua Homes** 7100 S. Cooper Arlington, TX 76017	Key Exec: P.R. Daniels. Sold 2108 mobile homes for $56,219,000. Subsidiaries: Concept Building Systems. Last year, company ranked #178.
169	$56,000	**Weingarten Siegel Group** 198 Route Nine Oldbridge, NJ 07726	*Professional Builder & Remodeler* estimates that in 1991, this firm sold 300 single-family-detached houses for $56,000,000. Key Exec: Mark Seigel. Last year, company ranked #132.
170	$55,645	**Mercedes Homes** 1600 W. Eau Gallie Blvd. Melbourne, FL 32935	Key Exec: Keith Buescher. Sold 699 single-family-detached houses for $44,199,553. Land sales: $11,445,813. Single-family-detached product averages 1600 sq. ft. Last year, company ranked #179.
171	$55,591	**DeLuxe Homes of PA** 499 W. 3rd St. Berwick, PA 18603	Key Exec: Donald E. Meske. Sold 20 SFD houses for $2,756,000. Sold 235 attached houses for $18,768,000. Sold 886 manufactured housing units (modular, panelized or precut) for $34,067,000. Subsidiaries: Deluxe Development; Laurel Hills Development.
172	$55,395	**Zaring Homes** 11300 Cornell Park Drive Cincinnati, OH 45242	Key Exec: Allen G. Zaring III. Sold 241 single-family-detached houses for $52,088,225. Sold seven attached houses for $1,048,148. Land sales: $2,258,248. Subsidiaries: Zaring Land Development; Zaring Campbell Co. Last year, company ranked #181.
173	$55,138	**Bozzuto & Associates** 6401 Golden Triangle Drive Greenbelt, MD 20770	Key Exec: Thomas S. Bozzuto. Sold 76 attached houses for $7,660,267. Built 614 apartments for $42,618,000. Remodeling: $400,000. Non-res: $650,000. Rents & fees: $1,150,000. Other income: $2,660,000. Last year, company ranked #173.
174	$55,000	**A.G. Spanos Construction** 1341 W. Robinhood Drive Stockton, CA 95207	Key Exec: Dean Spanos. Built 1196 apartments for $55,000,000. Rents & fees: $118,890,000. Land sales: $27,970,000. Other income: $52,820,000. Last year, company ranked #108.
175	$54,727	**Ryder Homes** P.O. Box 4008 Walnut Creek, CA 94596	Key Exec: Ned K. Ryder. Sold 201 single-family-detached houses for $39,537,500. Rents & fees: $6,839,000. Land sales: $8,350,000. Single-family-detached product averages 1900 sq. ft. Last year, company ranked #139.

PB&R'S ANNUAL REPORT OF HOUSING'S GIANTS®

New Construction, Non-Res, Remodeling In McBride Mix

RANK BY REVENUES	$ (000)	COMPANY, LOCATION	OPERATING PLAN
176	$54,525	**Picerne Properties** 75 Lambert Lind Highway Warwick, RI 02886	Key Exec: Ronald R.S. Picerne. Sold 40 single-family-detached houses for $7,000,000. Built 831 apartments for $47,525,000. Single-family-detached product averages 2000 sq. ft. Subsidiaries: Picerne Development. Last year, company ranked #68.
177	$54,403	**Pembroke Enterprises** 4425 Corporation Lane, #400 Virginia Beach, VA 23462	Key Exec: Frederick Napolitano. Sold 156 SFD houses for $17,671,686. Sold 72 attached houses for $6,269,808. Rents & fees: $19,146,693. Land sales: $8,012,315. Other income: $3,302,030. SFD product averages 1725 sq. ft. Attached product averages 1400 sq. ft.
178	$54,318	**General Homes Corp.** 7322 Southwest Freeway Houston, TX 77074	Key Exec: William LeSage. Sold 606 single-family-detached houses for $54,318,000. Single-family-detached product averages 1950 sq. ft. Subsidiaries: Eden Corp. Last year, company ranked #47.
179	$54,219	**Regis Homes** 5120 Campus Drive Newport Beach, CA 92660	Key Exec: Geoffrey L. Stack. Sold 73 attached houses for $10,729,507. Built 572 apartments for $40,503,789. Rents & fees: $2,985,274. Subsidiaries: Regis Land; Regis Developers; Regis Contractors. Last year, company ranked #96.
180	$54,183	**Roberts Properties** P.O. Box 28744 Atlanta, GA 30328	Key Exec: Charles S. Roberts. Sold 27 SFD houses for $4,050,000. Built 532 apartments for $39,900,000. Rents & fees: $6,632,900. Land sales: $1,000,000. Other income: $2,600,000. SFD product averages 2400 sq. ft. Subsidiaries: Roberts Properties Construction.
181	$53,954	**John Laing Homes** 23382 Mill Creek, #105 Laguna Hills, CA 92653	Key Exec: Robert E. Fritts. Sold 122 SFD houses for $22,646,000. Sold 192 attached houses for $31,308,000. SFD product averages 1900 sq. ft. Attached product averages 1500 sq. ft. Parent firm: John Laing PLC, London. Last year, company ranked #206.
182	$53,943	**McBride & Son Enterprises** #11 McBride Center Dr. St. Louis, MO 63005	Key Exec: Richard T. Sullivan. Sold 180 SFD houses for $29,610,000. Sold 70 attached houses for $4,514,000. Remodeling: $520,000. Non-res: $908,000. Rents & fees: $196,000. Other income: $18,195,000. SFD product averages 2600 sq. ft. Attached product averages 1100 sq. ft.
183	$53,622	**RGC (RecreActions Group)** 20 Corporate Plaza Newport Beach, CA 92660	Key Exec: E. James Murar. Sold 24 SFD houses for $7,560,000. Sold 254 attached houses for $46,062,000. SFD product averages 1934 sq. ft. Attached product averages 1197 sq. ft. Last year, company ranked #229.
184	$53,200	**Covington Development Group** 2451 E. Orangethorpe Fullerton, CA 92631	*Professional Builder & Remodeler* estimates that in 1991, this firm sold 256 SFD houses for $53,200,000. Key Exec: Loran D. Covington. Subsidiaries for Southern California, Southwest and Northern California. Last year, company ranked #176.
185	$53,022	**Orange Blossom Hills** 1200 Avenida Central Lady Lake, FL 32159	Key Exec: Harold S. Schwartz. Sold 430 SFD houses for $28,460,977. Remodeling: $52,000. Rents & fees: $101,000. Land sales: $10,232,950. Other income: $14,175,153. SFD product averages 1292 sq. ft. Last year, company ranked #219.
186	$52,600	**United Development** 1400 S. Wolf Road Wheeling, IL 60090	Key Exec: Sheldon Lazar. Sold 190 SFD houses for $38,000,000. Sold five attached houses for $1,100,000. Rents & fees: $13,500,000. Subsidiaries: United Development Homes; United Southwest. Last year, company ranked #167.
187	$52,500	**Habitat For Humanity** 121 Habitat St. Americus, GA 31709	Key Exec: Millard Fuller. Sold 1000 single-family-detached houses for $35,000,000. Sold 500 attached houses for $17,500,000.
188	$51,766	**Paragon Homes** 1448 15th St. Santa Monica, CA 90404	Key Exec: Irwin E. Garfield. Sold 337 single-family-detached houses for $51,766,000. Single-family-detached product averages 1700 sq. ft. Subsidiaries: Paragon Development. Last year, company ranked #150.
189	$51,731	**Royce Homes** 14614 Falling Creek, Suite 250 Houston, TX 07706	Key Exec: Michael G. Manners. Sold 586 SFD houses for $51,731,000. SFD product averages 2050 sq. ft. Subsidiaries: Michael Thomas Estate Homes; Hammersmith Financial; MGM Realty. Last year, company ranked #270.
190	$51,450	**Liberty Homes** 1101 Eisenhower Drive N. Goshen, IN 46526	Key Exec: Edward J. Hussey. Sold 3336 mobile homes for $51,450,000. Last year, company ranked #230.
191	$51,037	**Patriot Homes** 57420 County Road 3 Elkhart, IN 46517	Key Exec: Sam Weidner Sr. Sold 3886 mobile homes for $51,036,867. Subsidiaries: Energymate Division; Lincoln Park Division; South Ridge Homes. Last year, company ranked #232.
192	$50,364	**Doyle Wilson HomeBuilder** 8310 Capital of Texas Hwy Austin, TX 78731	Key Exec: Doyle Wilson. Sold 365 single-family-detached houses for $50,364,000. Last year, company ranked #314.
193	$50,006	**Arvida** 1200 Weston Road Ft. Lauderdale, FL 33326	*Professional Builder & Remodeler* estimates that in 1991, this firm sold 370 single-family-detached houses for $50,000,000. Key Exec: John Garrity.
194	$49,195	**Hills Developers** 7420 Montgomery Road Cincinnati, OH 45236	Key Exec: Stephen Guttman. Sold 12 SFD houses for $1,890,000. Sold 449 attached houses for $28,900,000. Built 256 apartments for $11,000,000. Non-res: $1,710,000. Rents & fees: $5,695,000. SFD product averages 1700 sq. ft. Attached product averages 1400 sq. ft.
195	$48,547	**Larwin Construction Co.** 16255 Ventura Blvd. Encino, CA 91436	Key Exec: Michael I. Keston. Sold 231 SFD houses for $40,942,000. Non-res: $1,740,000. Rents & fees: $5,865,000. Single-family-detached product averages 2000 sq. ft. Last year, company ranked #187.
196	$48,260	**Gregory Group** 1070 Sixth Ave., #200 Belmont, CA 94002	Key Exec: Gregory J. Erickson. Sold 122 single-family-detached houses for $47,810,428. Rents & fees: $450,000. Single-family-detached product averages 2300 sq. ft. Last year, company ranked #273.
197	$48,000	**Westfield Homes** 33973 N. Hunt Club Road Gurnee, IL 60031	Key Exec: Roger B. Gatewood. Sold 213 single-family-detached houses for $35,000,000. Sold 116 attached houses for $13,000,000. Last year, company ranked #207.
197	$48,000	**Rottlund Co.** 5201 E. River Road Fridley, MN 55421	Key Exec: David Rottlund. Sold 200 SFD houses for $16,000,000. Sold 400 attached houses for $32,000,000. Last year, company ranked #240.
199	$47,883	**Interstate General Co.** 222 Smallwood Village Center St. Charles, MD 20602	Key Exec: James J. Wilson. Sold 185 SFD houses for $19,352,000. Sold 99 attached houses for $13,691,000. Rents & fees: $8,253,000. Land sales: $3,151,000. Other income: $3,436,000. Subsidiaries: American Family Homes. Last year, company ranked #184.
200	$47,698	**Buie Corp.** 16935 W. Bernardo Drive San Diego, CA 92127	Key Exec: Robert F. Buie. Sold 191 single-family-detached houses for $42,317,146. Sold 32 attached houses for $5,380,819. SFD product averages 2200 sq. ft. Attached product averages 1200 sq. ft. Last year, company ranked #67.

PB&R'S ANNUAL REPORT OF HOUSING'S GIANTS®

Kling, Kensington Make Their Debut Among The Giants

RANK BY REVENUES	$ (000)	COMPANY, LOCATION	OPERATING PLAN
201	$46,950	**Kling Real Estate Ltd.** 77 Lincoln Ave. Staten Island, NY 10306	Key Exec: Melvin Kling. Sold 80 single-family-detached houses for $40,000,000. Remodeling: $450,000. Non-res: $4,000,000. Land sales: $2,500,000. Subsidiaries: M.F.K. Construction Co.
202	$46,625	**Estridge Cos.** 148 W. Carmel Drive Carmel, IN 46032	Key Exec: Paul E. Estridge. Sold 305 SFD houses for $45,500,000. Remodeling: $1,125,000. Subsidiaries: Paul Estridge Corp.; Estridge Development. Last year, company ranked #249.
203	$46,530	**Zicka Homes** 11939 Montgomery Road Cincinnati, OH 45249	Key Exec: Michael Zicka. Sold 92 single-family-detached houses for $31,740,000. Rents & fees: $2,640,000. Land sales: $12,150,000. Subsidiaries: Zicka Development. Last year, company ranked #250.
204	$46,500	**Kensington Building Corp.** 75 Saratoga St. Long Beach, NY 11561	Key Exec: Matthew M. Russo. Sold 20 SFD houses for $6,000,000. Sold 60 attached houses for $12,000,000. Built 50 apartments for $5,500,000. Non-res: $5,000,000. High-rise residential: $12,000,000. Rents & fees: $6,000,000. SFD product averages 2100 sq. ft.
205	$46,200	**JCC Development** 3480 Torrance Blvd., #300 Torrance, CA 90503	*Professional Builder & Remodeler* estimates that in 1991, this company sold 68 single-family-detached houses for $46,200,000. Key Exec: Jack C. Cameron. Last year, company ranked #134.
206	$46,158	**Joe Keim Builders** 618 Frazier Court Wheaton, IL 60187	Key Exec: Joseph A. Keim. Sold 63 SFD houses for $20,823,390. Land sales: $25,334,761.5. SFD product averages 3400 sq. ft. Subsidiaries: Joe Keim Land. Last year, company ranked #231.
207	$45,965	**Amurcon Corp. of Virginia** 1001 E. Main St., Suite 1100 Richmond, VA 23219	Key Exec: Robert W. Schaberg. Sold 49 attached houses for $5,910,000. Built 266 apartments for $16,617,100. Rents & fees: $23,438,000. Attached product averages 1100 sq. ft. Last year, company ranked #261.
208	$45,860	**Epoch Properties** 359 Carolina Ave. Winter Park, FL 32789	Key Exec: James H. Pugh Jr. Built 820 apartments for $43,460,000. Rents & fees: $2,400,000. Subsidiaries: Epoch Capital Corp. Last year, company ranked #214.
209	$45,222	**Evans Withycombe** 6991 E. Camelback Road, A-200 Scottsdale, AZ 85251	Key Exec: Stephen O. Evans. Sold 20 single-family-detached houses for $4,400,000. Built 687 apartments for $38,872,000. Remodeling: $1,600,000. Non-res: $350,000. Last year, company ranked #254.
210	$44,743	**Regency Homes** 2826 University Drive Pompano Beach, FL 33065	Key Exec: Ben Martz. Sold 183 SFD houses for $43,900,000. Remodeling: $707,608. Rents & fees: $135,000. Single-family-detached product averages 2450 sq. ft. Last year, company ranked #308.
211	$44,660	**Goodman Homes** 1424 Gables Court Plano, TX 75075	Key Exec: Stephen L. Goodman. Sold 251 single-family-detached houses for $44,659,970. Single-family-detached product averages 2600 sq. ft. Last year, company ranked #284.
212	$44,449	**Grupe Co.** P.O. Box 7576 Stockton, CA 95207	Key Exec: Greenlaw Grupe Jr. Sold 141 SFD houses for $27,161,697. Sold 90 attached houses for $17,287,788. Non-res: $1,842,439. Rents & fees: $85,745,771. Land sales: $33,538,516. Other income: $23,331,783. SFD product averages 1900 sq. ft. Attached averages 1460 sq. ft.
213	$43,700	**Harmon Cos.** 14100 Park E. Long Court Chantilly, VA 22021	Key Exec: Chris Harmon. Sold 115 SFD houses for $40,250,000. Sold 23 attached houses for $3,450,000. Single-family-detached product averages 3000 sq. ft. Attached product averages 1800 sq. ft.
214	$43,315	**Guerdon Homes** 5285 Meadows, #315 Lake Oswego, OR 97305	Key Exec: Al Preusch. Sold 3437 mobile homes for $36,878,000. Sold 363 manufactured housing units (modular, panelized or precut) for $6,437,000. Last year, company ranked #260.
215	$43,191	**Red Seal Development Corp.** 425 Huehl Road Northbrook, IL 60062	Key Exec: David Hoffman. Sold 69 SFD houses for $21,700,000. Sold two attached houses for $432,700. Built 204 apartments for $14,000,000. Remodeling: $250,000. Non-res: $3,301,500. Rents & fees: $1,621,600. Land sales: $300,000. Other income: $1,585,300.
216	$43,000	**Joe Miller Homes** 18133 Cedar Ave. South Farmington, MN 55024	Key Exec: Joseph M. Miller. Sold 340 single-family-detached houses for $43,000,000. Single-family-detached product averages 1900 sq. ft. Last year, company ranked #283.
217	$42,733	**Village Homes Ltd.** 6 W. Dry Creek Circle Littleton, CO 80120	Key Exec: John E. Osborn. Sold 293 SFD houses for $41,142,872. Rents & fees: $282,292. Land sales: $1,003,520. Other income: $303,950. SFD product averages 2200 sq. ft. Parent firm: Signature Development. Last year, company ranked #343.
218	$42,530	**Kopf Construction Corp.** 32730 Walker Road, H-1 Avon Lake, OH 44012	Key Exec: H.R. Kopf. Sold 70 SFD houses for $22,750,000. Sold 38 attached houses for $7,220,000. Built 88 apartments for $6,160,000. Non-res: $1,900,000. Rents & fees: $1,900,000. Land sales: $1,200,000. Other income: $1,400,000. Subsidiaries: Lake Shore Land Development.
219	$42,256	**R.B. McComic** 4920 Carroll Canyon Road San Diego, CA 92121	Key Exec: Barry McComic. Sold 100 SFD houses for $31,941,600. Rents & fees: $205,000. Land sales: $8,100,000. Other income: $2,010,000. SFD product averages 2180 sq. ft. Subsidiaries: Boulder Creek Co. Last year, company ranked #174.
220	$42,120	**New Fortis Corp.** P.O. Box 485 King, NC 27021	Key Exec: Marvin D. Gentry. Sold 418 single-family-detached houses for $42,120,000. Single-family-detached product averages 1710 sq. ft. Last year, company ranked #524.
221	$42,000	**Triad Development** 320 Andover Park East, #235 Seattle, WA 98188	Key Exec: John Comick. Built 685 apartments for $35,000,000. Remodeling: $7,000,000. Last year, company ranked #146.
222	$41,702	**Bennett & Compton** P.O. Box 1597 Lodi, CA 95241	Key Exec: Dennis G. Bennett. Sold 109 SFD houses for $15,753,942. Sold nine attached houses for $1,862,650. Rents & fees: $1,234,180. Land sales: $22,851,508. SFD product averages 1400 sq. ft. Subsidiaries: B&C Development; Latrobe Development. Last year, company ranked #385.
223	$41,500	**Davis Homes L.P.** 8200 N. Haverstick Road, #250 Indianapolis, IN 46240	Key Exec: William Blake. Sold 360 single-family-detached houses for $41,500,000. Single-family-detached product averages 1700 sq. ft. Subsidiaries: Davis Wholesale. Last year, company ranked #252.
224	$40,168	**Diversified Homes** 8015 Dorsey Run Road, Suite B Jessup, MD 20794	Key Exec: Kenneth W. Carlson. Sold 135 SFD houses for $24,905,034. Sold 93 attached houses for $11,027,216. Sold 245 manufactured housing units (modular, panelized or precut) for $3,536,000. Other income: $700,000. SFD product averages 2000 sq. ft.
225	$40,028	**Premier Group** 2010 Main St., #220 Irvine, CA 92714	Key Exec: Pierre Le Pendeven. Sold 225 SFD houses for $39,000,000. Rents & fees: $1,028,000. SFD product averages 2130 sq. ft. Parent firm: Les Nouveaux Construction, France. Last year, company ranked #166.

PB&R'S ANNUAL REPORT OF HOUSING'S GIANTS®

MJC Construction New To Giants List

RANK BY REVENUES	$ (000)	COMPANY, LOCATION	OPERATING PLAN
226	$40,000	**Tompkins Heritage Homes** 1637 E. Vine St. Kissimmee, FL 34744	*Professional Builder & Remodeler* estimates that in 1991, this company sold 400 single-family-detached houses for $40,000,000. Key Exec: Thomas N. Tompkins. Last year, company ranked #79.
226	$40,000	**Deluxe Homes Inc.** 2935 E. 96th St. Indianapolis, IN 46240	Key Exec: Richard H. Crosser. Sold 440 SFD houses for $40,000,000. Single-family-detached product averages 1500 sq. ft. Subsidiaries: Trimark Homes.
228	$39,992	**G.L. Homes of Florida** 1401 University Drive, #300 Coral Gables, FL 33071	Key Exec: Itchko Ezratti. Sold 237 single-family-detached houses for $37,040,000. Rents & fees: $2,777,000. Other income: $175,000. SFD product averages 2250 sq. ft. Last year, company ranked #312.
229	$39,105	**Frankel Enterprises** 1845 Walnut St. Philadelphia, PA 19103	Key Exec: Benjamin Frankel. Sold 22 SFD houses for $13,495,000. Sold 19 attached houses for $6,950,000. Rents & fees: $13,250,000. Land sales: $5,410,000. SFD product averages 2800 sq. ft. Attached product averages 2550 sq. ft. Subsidiaries: Hunters Run; Admirals Cove.
230	$38,625	**Williamsburg Properties** 423 Wards Corner Road Loveland, OH 45140	Key Exec: Charles Minneci. Sold 220 SFD houses for $31,000,000. Sold 34 attached houses for $3,000,000. Remodeling: $25,000. Non-res: $600,000. Land sales: $4,000,000. Subsidiaries: Cincinnati Land Development. Last year, company ranked #297.
231	$38,514	**State Wide Investors** 6415 Katella Ave. Cypress, CA 90630	Key Exec: Greg Sadick. Built 436 apartments for $29,280,000. Rents & fees: $9,234,360.
232	$38,386	**Selective Group** 27655 Middlebelt Road, #130 Farmington Hills, MI 48018	Key Exec: Michael Horowitz. Sold 90 SFD houses for $24,161,000. Sold 19 attached houses for $3,712,000. Non-res: $3,946,000. Rents & fees: $5,343,000. Land sales: $1,224,000. SFD product averages 3000 sq. ft. Attached product averages 2100 sq. ft. Last year, ranked #263.
233	$38,300	**Hazel/Peterson Cos.** 12500 Fair Lakes Circle, #400 Fairfax, VA 22033	*Professional Builder & Remodeler* estimates that in 1991, this company sold 312 attached houses for $38,300,000. Key Exec: James W. Todd.
234	$37,816	**Kennedy Group (Fla.)** 2001 W. Sample Road Pompano Beach, FL 33064	Key Exec: Timothy Kelly. Sold 174 SFD houses for $28,400,400. Sold 100 attached houses for $9,416,000. SFD product averages 2300 sq. ft. Attached product averages 1700 sq. ft. Subsidiaries: Kennedy Properties; Kennedy Realty. Last year, company ranked #233.
235	$37,798	**Taylor Morley** 1227 Fernridge Parkway, #200 St. Louis, MO 63141	Key Exec: Harry T. Morley. Sold 159 SFD houses for $28,678,885. Sold 41 attached houses for $2,943,566. Rents & fees: $6,175,079. SFD product averages 2500 sq. ft. Attached product averages 1200 sq. ft. Last year, company ranked #287.
236	$37,600	**MJC Construction** 46401 Romeo Plank Road 1 Mount Clemens, MI 48044	Key Exec: Michael A. Chirco. Sold 69 SFD houses for $19,000,000. Sold 20 attached houses for $3,200,000. Built 108 apartments for $10,000,000. Rents & fees: $3,100,000. Land sales: $1,200,000. Other income: $1,100,000.
237	$37,286	**Lindal Cedar Homes** 4300 S. 104th Place Seattle, WA 98178	Key Exec: Robert W. Lindal. Sold 509 manufactured housing units (modular, panelized or precut) for $37,286,000. SFD product averages 2500 sq. ft. Subsidiaries: Window Visions; Lindal Cedar Sunrooms; Lindal Hardwoods. Last year, company ranked #265.
238	$37,100	**John Mourier Construction** 1830 Vernon St., Suite 8 Roseville, CA 95678	Key Exec: John Mourier III. Sold 215 single-family-detached houses for $37,100,000. Single-family-detached product averages 1800 sq. ft. Last year, company ranked #164.
239	$36,400	**Ivory Homes** 127 S. 500 East, #110 Salt Lake City, UT 84102	Key Exec: Ellis Ivory. Sold 388 SFD houses for $34,500,000. Land sales: $1,900,000. Single-family-detached product averages 1550 sq. ft. Last year, company ranked #309.
240	$36,325	**Miller and Smith Cos.** 1568 Spring Hill Road, #401 McLean, VA 22102	Key Exec: Alvin D. Hall. Sold 32 SFD houses for $7,539,000. Sold 155 attached houses for $28,786,000. Non-res: $2,250,000. Rents & fees: $1,343,000. Land sales: $468,000. Other income: $61,144,000. SFD product averages 2500 sq. ft. Attached product averages 1680 sq. ft.
241	$36,055	**RWS Development Corp.** 9650 W. 194th St. Mokena, IL 60448	Key Exec: Robert W. Strutz. Sold 134 SFD houses for $20,890,600. Sold 76 attached houses for $9,568,400. Land sales: $4,757,850. Other income: $837,943. SFD product averages 2000 sq. ft. Attached product averages 1650 sq. ft. Subsidiaries: Illinois Builders Supply.
242	$35,870	**Neal, Buskirk & Adams** 3653 Cortez Road West Bradenton, FL 34210	Key Exec: Patrick Neal. Sold 66 SFD houses for $7,640,000. Sold 161 attached houses for $20,930,000. Rents & fees: $4,100,000. Land sales: $1,100,000. Other income: $2,100,000. Parent firm: P.K. Neal Cos.
243	$35,780	**Universal Constructors** P.O. Box 28 McMinnville, TN 37110	Key Exec: Larry D. Elliott. Built 1145 apartments for $35,780,000. Last year, company ranked #242.
244	$35,407	**Hill Williams Dev. Corp.** 175 Riverview, #200 Anaheim Hills, CA 92808	Key Exec: Donald H. Williams Jr. Sold 158 single-family-detached houses for $35,407,157. Last year, company ranked #321.
245	$34,865	**Whittaker Construction** 355A Mid Rivers Mall Drive St. Peters, MO 63376	Key Exec: Greg Whittaker. Sold 308 SFD houses for $31,359,000. Sold four attached houses for $700,000. Non-res: $2,000,000. Rents & fees: $306,000. Land sales: $500,000. SFD product averages 2000 sq. ft. Last year, company ranked #337.
246	$34,553	**Mungo Co./Stonehedge Const.** 4400 St. Andrews Road Columbia, SC 29210	Key Exec: Steven W. Mungo. Sold 290 SFD houses for $24,180,500. Rents & fees: $490,000. Land sales: $9,567,000. Other income: $315,000. SFD product averages 1444 sq. ft. Subsidiaries: Friarsgate; Sovereign Homes; Whitehall Developers. Last year, company ranked #318.
247	$34,541	**Kettler Forlines** 19110 Montgomery Village Ave. Gaithersburg, MD 20760	Key Exec: Clifford E. Forlines. Sold 74 SFD houses for $21,550,573. Sold 64 attached houses for $10,580,485. Rents & fees: $180,253. Land sales: $2,230,000. SFD product averages 2600 sq. ft. Attached product averages 1600 sq. ft. Last year, company ranked #313.
248	$34,520	**Klutts Homes** 1433 Emerywood Drive Charlotte, NC 28226	Key Exec: J. Vaughn Klutts Sr. Sold 200 SFD houses for $21,011,320. Non-res: $11,917,000. Rents & fees: $290,216. Land sales: $1,206,971. Other income: $94,815. SFD product averages 1200 sq. ft. Subsidiaries: Pioneer Home Builders; Equity Ventures; Clearbrook Developers.
249	$34,400	**Ritz-Craft Corp.** P.O. Box 70 Mifflinburg, PA 17844	Key Exec: Paul R. John. Sold 220 mobile homes for $6,600,000. Sold 810 manufactured housing units (modular, panelized or precut) for $27,800,000. SFD product averages 1200 sq. ft. Subsidiaries: Medallion Homes; Platinum Homes; Vernon Homes. Last year, ranked #266.
250	$34,219	**Shawntana** 3501 Jamboree, #2000 Newport Beach, CA 92660	Key Exec: James B. Fleig. Sold 77 SFD houses for $18,380,520. Sold 97 attached houses for $15,838,826. SFD product averages 1680 sq. ft. Attached product averages 1350 sq. ft. Last year, company ranked #346.

PB&R'S ANNUAL REPORT OF HOUSING'S GIANTS®

Hansen & Horn, Dobson Add Remodeling Revenues

RANK BY REVENUES	$ (000)	COMPANY, LOCATION	OPERATING PLAN
251	$34,000	**Bovis Homes** 498 Palm Springs Drive, #320 Altamonte Springs, FL 32701	Key Exec: Arthur Tye. Sold 360 SFD houses for $34,000,000. SFD product averages 1600 sq. ft. Parent firm: Bovis Homes, Cheltenham, England. Subsidiaries: Bovis Brunning Homes. Last year, company ranked #353.
251	$34,000	**Scott Felder Homes** 5316 Highway 290 West Austin, TX 78735	Key Exec: Scott Felder. Sold 217 single-family-detached houses for $34,000,000.
253	$33,678	**Genesee Co.** 534 Commons Drive Golden, CO 80401	Key Exec: Robert Short. Sold 154 SFD houses for $33,678,000.
254	$33,624	**Mayer Homes** 755 S. New Ballas Rd. St. Louis, MO 63141	Key Exec: J. Randall Mayer. Sold 215 SFD houses for $32,079,483. Rents & fees: $879,617. Land sales: $4650. Other income: $660,606. SFD product averages 2200 sq. ft. Subsidiaries: Mayer Homes Realty; Mayer Brother Construction; J.R. Mayer Management.
255	$33,595	**Wiseman-Hughes Enterprises** 975 E. 22nd St. Wheaton, IL 60187	Key Exec: James F. Hughes. Sold 125 single-family-detached houses for $20,000,000. Sold 85 attached houses for $12,325,000. Land sales: $1,270,000. Last year, company ranked #285.
256	$33,576	**Hansen & Horn Group** P.O. Box 50432 Indianapolis, IN 46250	Key Exec: Richard Westlake. Sold 216 SFD houses for $23,971,000. Sold 45 attached houses for $3,150,000. Sold 473 manufactured housing units (modular, panelized or precut) for $6,220,500. Remodeling: $235,400. SFD product averages 1600 sq. ft. Attached averages 1000 sq. ft.
257	$33,450	**Garden State Land Co.** 101 Interchange Plaza Cranbury, NJ 08512	Key Exec: Joseph Millstein. Sold 55 SFD houses for $22,000,000. Rents & fees: $4,100,000. Land sales: $7,350,000. Subsidiaries: Shadow Oaks at Cranbury; Princeton Oaks; Garden State Realty. Last year, company ranked #326.
258	$33,230	**ITT Community Homes** 1 Corporate Drive Palm Coast, FL 32151	Key Exec: Robert DeVore. Sold 177 SFD houses for $18,086,000. Sold 22 attached houses for $3,372,000. Non-res: $8,713,000. Rents & fees: $406,000. Land sales: $2,653,000. SFD product averages 1750 sq. ft. Attached product averages 1500 sq. ft. Parent firm: ITT Corp.
259	$33,030	**John B. Canuso** P.O. Box 688 Voorhees, NJ 08043	Key Exec: John B. Canuso. Sold 156 SFD houses for $28,080,000. Sold 45 attached houses for $4,950,000. Single-family-detached product averages 2350 sq. ft. Attached product averages 1850 sq. ft. Last year, company ranked #406.
260	$33,000	**Braemar Homes** 30495 Canwood St. Agoura Hills, CA 91301	Key Exec: Sidney H. Dinow. Sold 35 SFD houses for $21,000,000. Sold 30 attached houses for $9,000,000. Rents & fees: $1,000,000. Land sales: $2,000,000. SFD product averages 3600 sq. ft. Attached product averages 2100 sq. ft. Last year, company ranked #280.
261	$32,957	**First Financial Group** 16830 Ventura Blvd., #600 Encino, CA 91436	Key Exec: Jack Shine. Sold 18 SFD houses for $2,929,000. Sold 107 attached houses for $16,028,000. Non-res: $4,000,000. Land sales: $10,000,000. Subsidiaries: American Beauty Homes. Last year, company ranked #478.
262	$32,754	**Park Myers Group** 4353 1 Edgewater Drive Orlando, FL 32804	Key Exec: John Murphy. Sold 152 SFD houses for $15,200,000. Sold 21 attached houses for $1,050,000. Built 472 apartments for $16,000,000. Rents & fees: $504,000. SFD product averages 1550 sq. ft. Subsidiaries: PMW Construction; Georgetown Homes.
263	$32,728	**Ciotti Cos.** 111 Summit Drive Exton, PA 19341	Key Exec: Sebastian R. Ciotti. Sold 123 SFD houses for $16,242,396. Sold 59 attached houses for $6,729,300. Non-res: $3,575,691. Rents & fees: $2,937,142. Land sales: $3,243,900. SFD product averages 1800 sq. ft. Attached product averages 1600 sq. ft. Last year, ranked #307.
264	$32,251	**Ewing Properties** 16660 Dallas Parkway Dallas, TX 75248	Key Exec: Michael Pacillio. Built 622 apartments for $32,000,000. Rents & fees: $250,995.
265	$32,200	**North American Housing Corp.** P.O. Box 145 Point of Rocks, MD 21777	Key Exec: R. Carl Benna. Sold 920 manufactured housing units (modular, panelized or precut) for $32,200,000. SFD product averages 1500 sq. ft. Attached product averages 1150 sq. ft. Last year, company ranked #256.
266	$32,187	**Wayne Homes** 6370 Mt. Pleasant Road N.W. North Canton, OH 44720	Key Exec: David Showers. Sold 515 single-family-detached houses for $32,187,000. Single-family-detached product averages 2000 sq. ft. Last year, company ranked #335.
267	$32,048	**Grant Cos.** 1117 Lone Palm Ave. Modesto, CA 95353	Key Exec: Allen Grant. Sold 203 single-family-detached houses for $30,454,490. Land sales: $1,593,900. SFD product averages 1649 sq. ft. Subsidiaries: Grant Homes. Last year, company ranked #381.
268	$32,032	**Jacobsen Manufacturing** P.O. Box 368 Safety Harbor, FL 34695	Key Exec: W.R. Jacobsen. Sold 900 mobile homes for $28,034,000. Non-res: $3,998,000. Subsidiaries: Jacobsen Aluminum. Last year, company ranked #350.
269	$32,021	**Holiday Builders** 1901 S. Harbor City Blvd., #806 Melbourne, FL 32901	Key Exec: Lawrence F. Sietsma. Sold 506 single-family-detached houses for $32,021,367. Single-family-detached product averages 1356 sq. ft. Last year, company ranked #319.
270	$32,000	**Estes Home Building** P.O. Box 17360 Tucson, AZ 85731	Key Exec: William Estes Jr. Sold 442 single-family-detached houses for $30,000,000. Sold 16 attached houses for $2,000,000. SFD product averages 1700 sq. ft. Attached product averages 1400 sq. ft. Last year, company ranked #251.
270	$32,000	**All American Homes** 1418 S. 13th Decatur, IN 46733	Key Exec: Larry Bultemeier. Sold 1750 manufactured housing units (modular, panelized or precut) for $32,000,000. Parent firm: Coachmen Industries, Elkhart, Ind.
272	$31,984	**C. Richard Dobson Builders** 739-B Thimble Shoals Blvd. Newport News, VA 23606	Key Exec: C. Richard Dobson. Sold 220 SFD houses for $29,718,000. Sold six attached houses for $582,000. Remodeling: $74,000. Non-res: $1,550,000. Rents & fees: $60,300. SFD product averages 2000 sq. ft. Attached product averages 1675 sq. ft. Last year, company ranked #366.
273	$31,600	**Pinn Brothers Construction** 1475 Saratoga Ave., #250 San Jose, CA 95129	Key Exec: Alan R. Pinn. Sold 85 single-family-detached houses for $30,600,000. Rents & fees: $1,000,000. Single-family-detached product averages 2650 sq. ft. Last year, company ranked #299.
274	$31,100	**Woodview Development** 200 E. Sandpointe Ave., #700 Santa Ana, CA 92707	Key Exec: Thomas C. Siffermann. Sold 194 single-family-detached houses for $30,100,000. Rents & fees: $1,000,000. Last year, company ranked #224.
275	$31,019	**Parker Lancaster Corp.** 711 Moorefield Park Drive Richmond, VA 23236	Key Exec: J. Russell Parker III. Sold 204 single-family-detached houses for $30,519,715. Rents & fees: $164,737. Other income: $334,743. SFD product averages 2028 sq. ft. Last year, company ranked #289.

PB&R'S ANNUAL REPORT OF HOUSING'S GIANTS®

PacWest Moves Up List With 72% Revenue Rise

RANK BY REVENUES	$ (000)	COMPANY, LOCATION	OPERATING PLAN
276	$31,000	**The C.P. Morgan Co.** 301 E. Carmel Drive, #E-300 Carmel, IN 46032	Key Exec: Charles P. Morgan. Sold 136 SFD houses for $28,500,000. Sold 17 attached houses for $1,500,000. Non-res: $1,000,000. SFD product averages 1800 sq. ft. Attached product averages 1000 sq. ft. Subsidiaries: Morgan Investment. Last year, company ranked #292.
276	$31,000	**PacWest Development** 1390 Willow Pass, #410 Concord, CA 94520	Key Exec: J. Carter Witt. Sold 129 single-family-detached houses for $31,000,000. Single-family-detached product averages 2200 sq. ft. Last year, company ranked #417.
278	$30,200	**Wynne Building Corp.** 12804 S.W. 122nd Ave. Miami, FL 33186	Key Exec: Joel F. Wynne. Sold 274 SFD houses for $12,400,000. Non-res: $2,200,000. Rents & fees: $15,600,000. Subsidiaries: Spanish Lakes Communities; Oleander Pines. Last year, company ranked #450.
279	$30,158	**Christopher Cos.** 8290 Old Courthouse Road Vienna, VA 22180	Key Exec: Frederick A. Kober. Sold 40 SFD houses for $8,840,000. Sold 55 attached houses for $6,118,365. Rents & fees: $200,000. Land sales: $15,000,000. SFD product averages 2300 sq. ft. Attached product averages 1200 sq. ft. Last year, company ranked #354.
280	$30,131	**Cayman Development** 18012 Cowan St. Irvine, CA 92714	Key Exec: Raymond Rutter. Sold 22 SFD houses for $11,547,000. Sold 54 attached houses for $18,584,000. SFD product averages 4179 sq. ft. Attached product averages 2162 sq. ft. Subsidiaries: Seacliff Estates; Cayman Homes. Last year, company ranked #345.
281	$30,125	**Hayden Co.** One The Pines Court St. Louis, MO 63141	Key Exec: C. Barry Hayden. Sold 141 SFD houses for $24,500,000. Sold 30 attached houses for $5,500,000. Rents & fees: $125,000. SFD product averages 2525 sq. ft. Attached product averages 2200 sq. ft. Last year, company ranked #413.
282	$30,000	**Pennhill Co.** P.O. Box 19634 Irvine, CA 92713	Key Exec: Thomas E. Tucker. Sold 68 SFD houses for $15,000,000. Land sales: $15,000,000. SFD product averages 2300 sq. ft. Subsidiaries: Pennhill Equities. Last year, company ranked #236.
282	$30,000	**Brighton Homes** 505 N. Tustin Ave., #250 Santa Ana, CA 92705	Key Exec: Todd S. Cunningham. Sold 91 single-family-detached houses for $30,000,000. Single-family-detached product averages 2850 sq. ft. Last year, company ranked #215.
284	$29,955	**April Corp.** 7120 E. Orchard Road, #400 Englewood, CO 80111	Key Exec: Charles H. Sanford. Sold 144 single-family-detached houses for $29,914,500. Rents & fees: $40,000. SFD product averages 2800 sq. ft. Last year, company ranked #403.
285	$29,550	**Melody Homes** 11031 Sheridan Blvd. Broomfield, CO 80020	Key Exec: Noel West Lane III. Sold 266 single-family-detached houses for $28,686,000. Land sales: $864,000. Single-family-detached product averages 1500 sq. ft. Last year, company ranked #430.
286	$29,419	**Communities Const. Corp.** 1555 Palm Beach Lakes Blvd. West Palm Beach, FL 33401	Key Exec: E. Llwyd Ecclestone III. Sold 94 SFD houses for $22,447,954. Non-res: $5,200,000. Rents & fees: $1,382,500. Other income: $389,000. Single-family-detached product averages 2100 sq. ft. Last year, company ranked #339.
287	$29,308	**Costain Homes** 620 Newport Center Drive, #400 Newport Beach, CA 92660	Key Exec: Julie B. Newcomb. Sold 156 single-family-detached houses for $29,308,000. SFD product averages 2000 sq. ft. Parent firm: Costain Engineering, Chicago. Last year, company ranked #322.
288	$29,225	**Newhall Land & Farming Co.** 23823 Valencia Blvd. Valencia, CA 91355	Key Exec: Thomas L. Lee. Sold 102 SFD houses for $24,692,000. Sold 34 attached houses for $4,533,000. Rents & fees: $15,669,000. Land sales: $72,102,000. Other income: $35,185,000. SFD product averages 1525 sq. ft. Subsidiaries: Valencia Co. Last year, company ranked #65.
289	$29,000	**Edward Rose Building** P.O. Box 937 Southfield, MI 48037	Key Exec: Sheldon Rose. Sold 45 SFD houses for $5,000,000. Built 800 apartments for $24,000,000. Rents & fees: $150,000,000. Single-family-detached product averages 1700 sq. ft. Last year, company ranked #133.
290	$28,730	**Kennedy Group (Ill.)** 3721 Ventura Drive, #100 Arlington Hts., IL 60004	Key Exec: William Kennedy. Sold 92 SFD houses for $25,333,100. Remodeling: $58,700. Rents & fees: $823,100. Land sales: $2,515,500. SFD product averages 2650 sq. ft. Subsidiaries: Kennedy Homes Ltd.; Kennedy Home Remodeling. Last year, company ranked #311.
291	$28,600	**Life Forms Inc.** P.O. Box 7190 Spring, TX 77381	Key Exec: Mark Alvis. Sold 169 single-family-detached houses for $28,600,000.
292	$28,569	**McStain Enterprises** 75 Manhattan, Suite 1 Boulder, CO 80303	Key Exec: Tom Hoyt. Sold 197 SFD houses for $26,500,000. Sold 43 attached houses for $2,069,450. SFD product averages 1600 sq. ft. Attached product averages 600 sq. ft.
293	$28,364	**Monterey Homes** 6263 N. Scottsdale Road, #220 Scottsdale, AZ 85250	Key Exec: Steven J. Hilton/William Clev. Sold 112 single-family-detached houses for $28,200,600. Rents & fees: $163,000. Single-family-detached product averages 2800 sq. ft.
294	$28,250	**Spieiman-Cohen Builders** 9025 Wilshire Blvd., #301 Beverly Hills, CA 90211	Key Exec: Sanford Spieiman. Sold two single-family-detached houses for $11,000,000. Built 78 apartments for $17,250,000. Last year, company ranked #325.
295	$28,000	**Hal Porter Homes** 1280 Central Blvd. Brentwood, CA 94513	Key Exec: Hal Porter. Sold 212 SFD houses for $23,000,000. Non-res: $500,000. Rents & fees: $1,500,000. Land sales: $3,000,000. Single-family-detached product averages 1300 sq. ft. Last year, company ranked #221.
296	$27,860	**Matzel & Mumford Organization** 61 Village Court Hazlet, NJ 07730	Key Exec: Bruce Matzel. Sold 95 SFD houses for $24,548,735. Sold attached houses for $3,310,996. SFD product averages 2425 sq. ft. Attached product averages 1880 sq. ft. Last year, company ranked #395.
297	$27,740	**Blitman Building Corp.** 222 Grace Church St. Port Chester, NY 10573	Key Exec: Howard N. Blitman. Sold 85 attached houses for $11,500,000. Remodeling: $8,000,000. Non-res: $4,000,000. High-rise residential: $4,000,000. Other income: $240,000. Subsidiaries: HPD Development. Last year, company ranked #360.
298	$27,422	**Stok Homes** 1420 Spring Hill, #490 McLean, VA 22102	Key Exec: Edwin Bidigare. Sold 74 SFD houses for $12,062,000. Sold 128 attached houses for $15,360,000. SFD product averages 2300 sq. ft. Attached product averages 1400 sq. ft. Last year, company ranked #377.
299	$27,250	**Harold Moore Associates** P.O. Box 756 Fayetteville, TN 37334	Key Exec: Harold Moore. Sold 20 SFD houses for $1,500,000. Sold 770 attached houses for $24,500,000. Non-res: $900,000. Land sales: $350,000. Attached product averages 1350 sq. ft. Subsidiaries: HM Properties; HM Management. Last year, company ranked #355.
300	$27,085	**Legacy Homes** 101 E. Park Blvd. Plano, TX 75074	Key Exec: John R. Landon. Sold 232 single-family-detached houses for $27,085,328. Single-family-detached product averages 2200 sq. ft. Last year, company ranked #317.

PB&R'S ANNUAL REPORT OF HOUSING'S GIANTS®

Michaels Does New Construction, Non-Res And Remodeling

RANK BY REVENUES $ (000)		COMPANY, LOCATION	OPERATING PLAN
301	$27,000	**Arker Cos.** 1015 Cedar Lane Woodmere, NY 11598	Key Exec: Allan Arker. Sold 25 SFD houses for $12,500,000. Non-res: $3,000,000. High-rise residential: $11,500,000. SFD product averages 3500 sq. ft. Last year, company ranked #228.
302	$26,724	**Michaels Group** 6 Century Hill Drive Latham, NY 12110	Key Exec: James W. Michaels. Sold 91 SFD houses for $18,633,333. Sold 67 attached houses for $6,923,333. Remodeling: $500,000. Non-res: $217,171. Rents & fees: $150,000. Land sales: $300,300. SFD product averages 2100 sq. ft. Attached product averages 1600 sq. ft.
303	$26,500	**Heritage Cos.** 574 E. Locust, #104 Fresno, CA 93710	Key Exec: Kevin Castanos. Sold 235 single-family-detached houses for $26,500,000. Single-family-detached product averages 1900 sq. ft. Last year, company ranked #567.
303	$26,500	**Hammonds Homes** 7171 Highway 6 N. Houston, TX 77095	Key Exec: Ron Hammonds. Sold 240 single-family-detached houses for $26,500,000. Single-family-detached product averages 2300 sq. ft.
305	$26,235	**Acacia Construction** 1021 W. Bastanchury Rd. Fullerton, CA 92633	Key Exec: Richard G. Snyder. Sold 130 SFD houses for $22,557,000. Rents & fees: $3,202,000. Other income: $476,000. SFD product averages 1750 sq. ft. Last year, company ranked #400.
306	$26,100	**Techbilt Construction** 3575 Kenyon St. San Diego, CA 92110	Key Exec: Paul K. Tchang. Sold 78 SFD houses for $22,600,000. Sold five attached houses for $1,900,000. Non-res: $900,000. Rents & fees: $700,000. Last year, company ranked #234.
307	$26,000	**Calprop Corp.** 5456 McConnell Ave. Los Angeles, CA 90066	Key Exec: Victor Zaccaglin. Sold 97 single-family-detached houses for $26,000,000. SFD product averages 1700 sq. ft. Attached product averages 2100 sq. ft. Last year, company ranked #298.
307	$26,000	**Citation Builders-So. Calif.** 15101 Redhill Ave., #100 Tustin, CA 92680	Key Exec: Anthony Allen. Sold 141 single-family-detached houses for $26,000,000. SFD product averages 1600 sq. ft. Last year, company ranked #226.
307	$26,000	**Gulf Constructors** 433 S.W. 10th St. Gainesville, FL 32601	Key Exec: Daniel Whiteman. Sold three single-family-detached houses for $1,000,000. Sold 300 attached houses for $25,000,000. Remodeling: $5,000,000. Non-res: $40,000,000.
310	$25,995	**DeLuca Enterprises** 842 Durham Road, #200 Newtown, PA 18940	Key Exec: Alfonso DeLuca. Sold 49 SFD houses for $12,649,958. Sold 72 attached houses for $9,223,848. Non-res: $1,111,460. Rents & fees: $905,000. Land sales: $2,105,000. SFD product averages 2700 sq. ft. Attached product averages 1400 sq. ft.
311	$25,900	**Drake Homes** P.O. Box 1448 Chico, CA 95927	Key Exec: John D. Drake. Sold 25 SFD houses for $19,600,000. Built 120 apartments for $6,300,000. Single-family-detached product averages 1500 sq. ft. Last year, company ranked #331.
312	$25,781	**Weitzer Services** 4960 S.W. 77nd Ave., #401 Miami, FL 33155	Key Exec: Harry Weitzer. Sold 165 single-family-detached houses for $25,781,000. Last year, company ranked #412.
313	$25,735	**Colony Homes** P.O. Box 100 Woodstock, GA 30168	Key Exec: Tom Bradbury & Bonneau Ansley. Sold 334 single-family-detached houses for $25,735,286. Single-family-detached product averages 1204 sq. ft. Last year, company ranked #349.
314	$25,715	**Kirk Corp.** 201 Juniper Circle Streamwood, IL 60107	Key Exec: Donald Kirk. Sold 38 SFD houses for $6,460,000. Sold 80 attached houses for $10,800,000. Other income: $8,455,000. SFD product averages 1900 sq. ft. Attached product averages 1550 sq. ft. Last year, company ranked #356.
315	$25,600	**Montalbano Builders** 2208 Midwest Road Oak Brook, IL 60521	Key Exec: Anthony Montalbano. Sold 101 SFD houses for $18,600,000. Sold 52 attached houses for $6,700,000. Land sales: $300,000. SFD product averages 2200 sq. ft. Attached product averages 1625 sq. ft.
316	$25,574	**William L. Berry & Co.** 6701 Democracy Blvd. Bethesda, MD 20817	Key Exec: William L. Berry. Sold 33 SFD houses for $15,601,342. Sold 63 attached houses for $9,972,496. SFD product averages 2600 sq. ft. Attached product averages 2300 sq. ft. Subsidiaries: Samuel A. Finz Co. Last year, company ranked #365.
317	$25,348	**Frank Robino & Associates** 5189 W. Woodmill Drive, #30 Wilmington, DE 19808	Key Exec: Paul A. Robino. Sold 37 SFD houses for $5,325,025. Sold 103 attached houses for $11,595,882. Built 72 apartments for $3,600,000. Non-res: $2,862,452. Rents & fees: $1,733,382. Land sales: $50,000. Other income: $180,880. SFD product averages 2100 sq. ft.
318	$25,332	**Prometheus Development Co.** 2600 Campus Drive, #200 San Mateo, CA 94403	*Professional Builder & Remodeler* estimates that in 1991, this firm sold 32 SFD houses for $10,240,000 and built 196 apartments for $15,092,000. Land sales: $65,000,000. Key Exec: Sanford Diller. SFD product averages 1800 sq. ft. Last year, company ranked #83.
319	$25,000	**Homes by Dave Brown** 2164 E. Broadway Road, #300 Tempe, AZ 85282	Key Exec: David M. Brown. Sold 252 single-family-detached houses for $25,000,000. SFD product averages 1750 sq. ft. Last year, company ranked #295.
319	$25,000	**Stafford Homes** 16016 118 Place N.E. Bothell, WA 98011	Key Exec: Brien Stafford. Sold 128 single-family-detached houses for $25,000,000. Single-family-detached product averages 2000 sq. ft. Last year, company ranked #362.
319	$25,000	**NewCity Corp.** 2109 W. Bullard #161 Fresno, CA 93711	Key Exec: Donald S. Piterre. Sold 188 single-family-detached houses for $25,000,000. Single-family-detached product averages 1800 sq. ft.
322	$24,860	**Daly Homes** 41661 Enterprise Circle N. Temecula, CA 92390	Key Exec: A. Carey Genena. Sold 146 single-family-detached houses for $24,860,000. Single-family-detached product averages 2050 sq. ft. Subsidiaries: Daly Homes of Nevada. Last year, company ranked #441.
323	$24,800	**Cali Associates** 11 Commerce Drive Cranford, NJ 07016	Key Exec: John J. Cali. Sold 94 attached houses for $15,000,000. Land sales: $9,800,000. Attached product averages 2000 sq. ft.
323	$24,800	**Haddon Group** 8629 Mathis Ave. Manassas, VA 22110	Key Exec: John Heppe. Sold 20 SFD houses for $3,600,000. Sold 174 attached houses for $21,200,000. Single-family-detached product averages 2100 sq. ft. Attached product averages 1200 sq. ft.
325	$24,771	**Elam G. Stoltzfus** 474 Mt. Sidney Road Lancaster, PA 17602	Key Exec: Elam G. Stoltzfus Jr. Sold 130 SFD houses for $19,554,800. Sold 24 attached houses for $2,075,000. Built 49 apartments for $2,773,600. Remodeling: $367,300. SFD product averages 2000 sq. ft. Attached product averages 1200 sq. ft. Last year, company ranked #340.

PB&R'S ANNUAL REPORT OF HOUSING'S GIANTS®

Shore West, Mastermark Make Their Debut Among Top 400

RANK BY REVENUES	$ (000)	COMPANY, LOCATION	OPERATING PLAN
326	$24,600	**California Community Builders** 233 Wilshire Blvd. Santa Monica, CA 90401	Key Exec: W.A. Fruehling. Sold 119 single-family-detached houses for $24,600,000. Single-family-detached product averages 2600 sq. ft. Last year, company ranked #342.
327	$24,344	**Marrano/Marc Equity Co.** 2730 Transit Road Buffalo, NY 14884	Key Exec: Patrick Marrano. Sold 136 SFD houses for $22,801,000. Sold 12 attached houses for $1,543,000. SFD product averages 2350 sq. ft. Attached product averages 1700 sq. ft. Last year, company ranked #304.
328	$24,000	**Barden & Robeson Homes** 26 Copeland Ave. Homer, NY 13077	Key Exec: Thomas Barden. Sold 400 SFD houses for $13,000,000. Sold 250 attached houses for $11,000,000. SFD product averages 1650 sq. ft. Attached product averages 1100 sq. ft. Last year, company ranked #379.
328	$24,000	**Shore West Construction Co.** 23820-26 Lorain Road North Olmstead, OH 44070	Key Exec: Frederick & Neil Bower. Sold 80 single-family-detached houses for $18,000,000. Sold 44 attached houses for $6,000,000.
330	$23,999	**Oberer Development Co.** 4324 Webster St. Dayton, OH 45414	Key Exec: George R. Oberer Sr. Sold 29 SFD houses for $4,632,347. Sold 59 attached houses for $6,857,906. Built 191 apartments for $5,890,656. Non-res.: $189,344. Rents & fees: $4,163,579. Other income: $2,265,600. SFD product averages 1960 sq. ft.
331	$23,883	**BBC Group** 31731 Northwestern Highway Farmington Hills, MI 48334	Key Exec: Stephen J. Taglione. Sold 138 SFD houses for $18,296,155. Sold 51 attached houses for $5,356,400. Land sales: $214,596. Other income: $16,260. SFD product averages 1900 sq. ft. Attached product averages 1650 sq. ft. Last year, company ranked #380.
332	$23,800	**Gibraltar Cos.** 2840 Plaza Place, #205 Raleigh, NC 27612	Key Exec: David Riese. Sold 16 single-family-detached houses for $1,760,000. Built 375 apartments for $21,365,000. Remodeling: $320,000. Rents & fees: $355,000.
333	$23,791	**Waterloo Inc.** 7447 Bee Caves Road, #100 Austin, TX 78746	Key Exec: Michael Grimm. Sold 149 single-family-detached houses for $23,791,000. Last year, company ranked #341.
334	$23,648	**Don Galloway Homes** 11231 Carmel Commons Blvd. Charlotte, NC 28226	Key Exec: Don A. Galloway. Sold 206 SFD houses for $23,473,600. Rents & fees: $112,700. Other income: $62,100. Single-family-detached product averages 1900 sq. ft. Last year, company ranked #364.
335	$23,246	**Channing Corp.** 11 Via Verona Palm Beach Garden, FL 33418	Key Exec: Joel B. Channing. Sold 131 single-family-detached houses for $23,246,000. Single-family-detached product averages 1850 sq. ft. Last year, company ranked #416.
336	$23,200	**Lundgren Brothers** 935 E. Wayzata Blvd. Wayzata, MN 55391	Key Exec: Peter Pflaum. Sold 90 SFD houses for $22,700,000. Remodeling: $500,000. Single-family-detached product averages 2500 sq. ft. Subsidiaries: Brush Masters. Last year, company ranked #409.
337	$23,000	**E.M. Harris Building** 1749 Gilsinn Fenton, MO 63026	Key Exec: Frank M. Ganninger. Sold 85 SFD houses for $14,000,000. Built 50 apartments for $3,000,000. Non-res.: $6,000,000. SFD product averages 2000 sq. ft. Subsidiaries: Harris Distributing. Last year, company ranked #446.
337	$23,000	**Classic Construction** 7001 Orchard Lake Road West Bloomfield, MI 48322	Key Exec: Sam Blumenstein. Sold 110 SFD houses for $16,500,000. Sold 60 attached houses for $6,500,000. SFD product averages 1600 sq. ft. Attached product averages 1150 sq. ft.
339	$22,960	**Newport Pacific Development** 4400 McArthur Blvd., 9th floor Newport Beach, CA 92660	Key Exec: Al Marshall. Sold 132 SFD houses for $17,160,000. Sold 65 attached houses for $5,800,000. Attached product averages 950 sq. ft. Subsidiaries: Newport Pacific Architecture. Last year, company ranked #115.
340	$22,632	**Remington Properties** 30011 Ivy Glen Drive, #102 Laguna Niguel, CA 92677	Key Exec: Jamie M. Pirrello. Sold 76 SFD houses for $19,541,000. Land sales: $2,294,000. Other income: $797,000. SFD product averages 2500 sq. ft. Subsidiaries: Remington Oakwood; Remington Monarch Beach.
341	$22,500	**Mastermark Homebuilders Ltd.** 1211 Highway 6 North Houston, TX 77084	Key Exec: Robert Hutchins. Sold 140 single-family-detached houses for $22,500,000.
342	$22,320	**Hearndon/Rosewell Cos.** 2010 Old Greenbrier Rd. Chesapeake, VA 23320	Key Exec: William Hearring/Paul Farrell. Sold 113 SFD houses for $12,220,625. Sold 30 attached houses for $2,136,030. Rents & fees: $4,540,557. Land sales: $3,192,779. Other income: $229,596. SFD product averages 2000 sq. ft. Attached product averages 1340 sq. ft.
343	$22,128	**Crisp-Lingerfelt Co.** 9440 Phillips Hwy., #1 Jacksonville, FL 32256	Key Exec: Bruce A. Lingerfelt. Sold 161 single-family-detached houses for $20,686,057. Land sales: $1,442,000. SFD product averages 1998 sq. ft. Last year, company ranked #390.
344	$22,118	**Manning Co.** 20201 S.W. Burch, #200 Santa Ana Heights, CA 92707	Key Exec: James C. Manning. Sold 74 single-family-detached houses for $17,231,877. Sold 31 attached houses for $4,270,680. Rents & fees: $615,000. Last year, company ranked #275.
345	$21,875	**Pacesetter Homes** 4540 Campus Drive Newport Beach, CA 92660	Key Exec: John Klug. Sold 125 single-family-detached houses for $21,875,000. Single-family-detached product averages 1900 sq. ft. Subsidiaries: Pacesetter Development. Last year, company ranked #272.
346	$21,750	**Burnside Construction Co.** 2400 Wisconsin Ave. Downers Grove, IL 60515	Key Exec: George Arquilla III. Sold 78 SFD houses for $11,800,000. Sold 38 attached houses for $4,300,000. Non-res.: $5,500,000. Rents & fees: $50,000. Land sales: $100,000. SFD product averages 1800 sq. ft. Attached product averages 1250 sq. ft. Subsidiaries: Coronado.
347	$21,524	**Kit Manufacturing** P.O. Box 848 Long Beach, CA 90801	Key Exec: Dan Pocapalia. Sold 729 mobile homes for $21,524,000. Single-family-detached product averages 1500 sq. ft. Last year, company ranked #387.
348	$21,500	**Contempri Homes** Stauffer Industrial Park Taylor, PA 18504	Key Exec: George West. Sold 622 manufactured housing units (modular, panelized or precut) for $20,890,000. Non-res.: $610,000. Parent firm: ESI Inc., Plano, Texas. Last year, company ranked #374.
349	$21,400	**Wooldbridge Organization** 1500 Green Hill Road West Chester, PA 19380	Key Exec: Robert E. Wooldbridge. Sold 31 single-family-detached houses for $10,700,000. Sold 30 attached houses for $10,700,000. Last year, company ranked #332.
350	$21,355	**Kevin Scarborough Inc.** 10 Foster Ave., #A-1 Gibbsboro, NJ 08026	Key Exec: Kevin Scarborough. Sold 125 SFD houses for $18,625,000. Sold 16 attached houses for $1,520,000. Rents & fees: $10,000. Land sales: $1,200,000. SFD product averages 2400 sq. ft. Attached product averages 1500 sq. ft. Last year, company ranked #407.

PB&R'S ANNUAL REPORT OF HOUSING'S GIANTS®

New Giants Include Heritage, Hennie Homes And Ericksen

RANK BY REVENUES	$ (000)	COMPANY, LOCATION	OPERATING PLAN
351	$21,200	**Hennie Homes** 28867 Lorain Road North Olmstead, OH 44070	Key Exec: Rocco H. Puzzitiello Jr. Sold 56 single-family-detached houses for $16,800,000. Sold 20 attached houses for $2,300,000. Rents & fees: $2,100,000.
352	$21,000	**United Bilt Homes** P.O. Box 4346 Shreveport, LA 71134	Key Exec: Donald R. Pitts. Sold 450 single-family-detached houses for $18,000,000. Other income: $3,000,000. Subsidiaries: United Builders & Supply.
352	$21,000	**Arco Construction** 25200 Telegraph, #410 Southfield, MI 48034	Key Exec: Arnold Cohen. Built 600 apartments for $21,000,000.
354	$20,913	**Enterprise Development** 710 W. Oakdale Chicago, IL 60657	Key Exec: Ronald B. Shipka. Sold 100 attached houses for $12,100,535. Non-res: $450,000. High-rise residential: $4,500,000. Rents & fees: $3,862,053. Last year, company ranked #378.
355	$20,760	**Bay Ridge Properties** 12210 140th Ave. NE Redmond , WA 98052	Key Exec: Andy Welch. Built 340 apartments for $20,000,000. Rents & fees: $760,000. Last year, company ranked #262.
356	$20,611	**Encore Homes** 7300 Whipple Ave. NW North Canton, OH 44720	Key Exec: Thomas C. Grisez. Sold 107 SFD houses for $15,215,891. Built 64 apartments for $2,750,000. Rents & fees: $2,308,242. Other income: $336,934. Single-family-detached product averages 2700 sq. ft.
357	$20,580	**Heritage Cos.** 101 George King Blvd., #4 Cape Canaveral, FL 32920	Key Exec: Michael McPhillips. Built 1917 apartments for $20,580,240. Remodeling: $38,529,447. Subsidiaries: Heritage Rural Housing.
358	$20,500	**Triangle Developers** 450 S.W. 88th Terrace Hollywood, FL 33025	Key Exec: Robert Kramer. Built 278 apartments for $17,000,000. Remodeling: $500,000. Rents & fees: $3,000,000. Subsidiaries: Windhill Lakes, Tivoli Lakes.
359	$20,150	**Fischer & Frichtel** 7 The Pines Court, #B St. Louis, MO 63141	Key Exec: John Fischer. Sold 90 single-family-detached houses for $20,000,000. Remodeling: $150,000. Last year, company ranked #363.
360	$20,025	**Ericksen Communities** 6318 Trail Blvd. Naples, FL 33963	Key Exec: Grover Ericksen. Sold 25 SFD houses for $6,000,000. Sold 83 attached houses for $14,025,370. Single-family-detached product averages 1900 sq. ft. Attached product averages 1800 sq. ft.
361	$20,000	**California Homes** 3031 W. March Lane, #1 Stockton, CA 95219	Key Exec: Pat Matthews. Sold 140 single-family-detached houses for $20,000,000. Single-family-detached product averages 1700 sq. ft. Last year, company ranked #405.
361	$20,000	**Sam Rodgers Enterprises** P.O. Box 90069 Lakewood, FL 33804	Key Exec: Sam Rodgers. Sold 220 single-family-detached houses for $20,000,000. Single-family-detached product averages 1500 sq. ft. Attached product averages 1700 sq. ft.
363	$19,923	**Columbia Builders** P.O. Box 999 Columbia, MD 21044	Key Exec: B.J. Greenfield. Sold 36 SFD houses for $10,342,000. Sold 59 attached houses for $9,544,000. Other income: $37,000. SFD product averages 3365 sq. ft. Attached product averages 2200 sq. ft. Last year, company ranked #402.
364	$19,836	**Home By Hemphill** 330 W. Frontage Road Northfield, IL 60093	Key Exec: James D. Hemphill. Sold 71 SFD houses for $14,357,672. Sold four attached houses for $374,987. Rents & fees: $9132. Land sales: $5,093,919. SFD product averages 2300 sq. ft. Attached product averages 1600 sq. ft. Last year, company ranked #327.
365	$19,753	**Community Construction** 531 California Ave. Bakersfield, CA 93304	Key Exec: James R. Trigueiro. Sold 109 SFD houses for $15,879,414. Non-res: $379,399. Rents & fees: $697,385. Land sales: $2,331,360. Other income: $465,552. SFD product averages 1800 sq. ft. Last year, company ranked #382.
366	$19,616	**Michael T. Rose Inc.** P.O. Box 40 Laurel, MD 20707	Key Exec: Michael T. Rose. Sold 12 SFD houses for $5,621,000. Sold 26 attached houses for $4,707,000. Rents & fees: $1,500,000. Land sales: $7,787,500. SFD product averages 2200 sq. ft. Attached product averages 2000 sq. ft. Last year, company ranked #368.
367	$19,600	**Grayson Homes** 9025 Chevrolet Drive, #K Ellicott City, MD 21043	Key Exec: Floyd F. Grayson Jr. Sold 80 single-family-detached houses for $17,400,000. Sold 15 attached houses for $2,200,000. Last year, company ranked #386.
368	$19,403	**Crosland Contractors** 135 Scaley Bark Road Charlotte, NC 28209	Key Exec: Richard Maleady. Sold 40 SFD houses for $1,624,000. Sold two attached houses for $100,000. Built 603 apartments for $17,071,000. Remodeling: $608,000. SFD product averages 1400 sq. ft. Attached product averages 1348 sq. ft. Last year, company ranked #391.
369	$19,210	**Radnor Homes** 5544 Fraklin Road, #100 Nashville, TN 37220	Key Exec: David C. McGowan Jr. Sold 91 SFD houses for $14,500,000. Sold 31 attached houses for $3,500,000. Non-res: $900,000. Rents & fees: $60,000. Land sales: $250,000. SFD product averages 3200 sq. ft. Attached product averages 2000 sq. ft.
370	$18,999	**Pacific American Homes** One Summerside Place, #114 Dallas, TX 75252	Key Exec: Coleman Bradley. Sold 125 single-family-detached houses for $18,998,750. Single-family-detached product averages 2717 sq. ft.
371	$18,844	**Panitz Homes** 3020 Hartley Road, #200 Jacksonville, FL 32257	Key Exec: Leon J. Panitz Jr. Sold 206 single-family-detached houses for $18,843,531. Single-family-detached product averages 1900 sq. ft. Last year, company ranked #433.
372	$18,840	**Reynolds Construction** 111 S. Marshall St., #201 El Cajon, CA 92020	Key Exec: Mike Reynolds. Sold 32 SFD houses for $8,704,000. Sold 74 attached houses for $9,694,000. Rents & fees: $67,000. Land sales: $375,000. SFD product averages 2115 sq. ft. Attached product averages 1381 sq. ft. Last year, company ranked #398.
373	$18,631	**National Building Systems** 2301 S. Banker Effingham, IL 62401	Key Exec: L.W. McKenzie. Sold 1508 manufactured housing units (modular, panelized or precut) for $18,183,399. Non-res: $447,309. Subsidiaries: National Building Systems. Last year, company ranked #212.
374	$18,584	**Good Value Homes** 1460 93rd Lane, N.E. Blaine, MN 55434	Key Exec: Betty Hardie. Sold 129 SFD houses for $11,913,000. Sold 52 attached houses for $3,612,600. Rents & fees: $86,600. Land sales: $2,567,600. Other income: $403,811. SFD product averages 1400 sq. ft. Attached product averages 1200 sq. ft. Last year, ranked #369.
375	$18,440	**John Cooley Co.** 36250 Dequindre, #200 Sterling Heights, MI 48310	Key Exec: Dale N. Scrace. Built 259 apartments for $14,200,000. Remodeling: $4,000,000. High-rise residential: $240,000. Parent firm: Dart Properties. Last year, company ranked #347.

PB&R'S ANNUAL REPORT OF HOUSING'S GIANTS®

Choice, Teal And Spinelli Are New Giants To Watch

RANK BY REVENUES	$ (000)	COMPANY, LOCATION	OPERATING PLAN
376	$18,352	**Choice Homes** P.O. Box 1048 Arlington, TX 76004	Key Exec: Dale LeMaster. Sold 276 single-family-detached houses for $18,351,838. Single-family-detached product averages 1470 sq. ft.
377	$18,350	**Whitlatch & Co.** 10800 Ravenna Road Twinsburg, OH 44087	Key Exec: William Whitlatch. Sold 33 SFD houses for $4,900,000. Sold 125 attached houses for $13,000,000. Non-res: $300,000. Land sales: $150,000. SFD product averages 2000 sq. ft. Attached product averages 1500 sq. ft.
378	$18,325	**Burkart & Oehlerking** 14 N. 808 Route 25 East Dundee, IL 60118	Key Exec: Richard J. Burkart. Sold 80 SFD houses for $12,800,000. Sold 30 attached houses for $3,700,000. Non-res: $1,000,000. Rents & fees: $825,000. SFD product averages 2200 sq. ft. Attached product averages 1400 sq. ft. Last year, company ranked #375.
379	$18,290	**EPAC Housing Corp.** 3070 Bristol St., #520 Costa Mesa, CA 92626	Key Exec: Rick Doremus. Sold 38 single-family-detached houses for $10,120,000. Sold 90 attached houses for $8,170,000. Subsidiaries: EPAC Development. Last year, company ranked #438.
380	$18,000	**Schneider Homes** 6510 S. Center Blvd. 1 Seattle, WA 98188	Key Exec: Gerald Schneider. Sold 46 single-family-detached houses for $10,600,000. Sold 45 attached houses for $7,400,000. Last year, company ranked #293.
381	$17,980	**Golden Heritage Corp.** 7975 N. Hayden Road Scottsdale, AZ 85258	Key Exec: John C. Pew. Sold 109 single-family-detached houses for $17,980,000. Single-family-detached product averages 2400 sq. ft. Last year, company ranked #421.
382	$17,872	**Glick Co.** 8330 Woodfield Crossing Blvd. Indianapolis, IN 46240	Key Exec: Eugene Glick. Built 172 apartments for $11,272,000. Rents & fees: $6,600,000. Subsidiaries: Mount Vernon Inc. Last year, company ranked #473.
383	$17,700	**Spinelli Homes** 9210 Vanguard, #102 Anchorage, AK 99507	Key Exec: Charles Spinelli. Sold 130 single-family-detached houses for $17,699,995. Single-family-detached product averages 1800 sq. ft.
384	$17,514	**Friedman Homes** 10807 Laurel Rancho Cucamonga, CA 91730	Key Exec: Paul Friedman. Sold 73 single-family-detached houses for $12,314,000. Land sales: $5,200,000. Single-family-detached product averages 2000 sq. ft. Last year, company ranked #371.
385	$17,450	**J.B. Sandlin Homes** 5137 Davis Blvd. Ft. Worth, TX 76118	Key Exec: J.B. Sandlin. Sold 90 SFD houses for $13,500,000. Remodeling: $300,000. Non-res: $3,000,000. Rents & fees: $150,000. Land sales: $500,000. Single-family-detached product averages 2400 sq. ft.
386	$17,340	**Greater Midwestern Dev.** P.O. Box 528 Naperville, IL 60566	Key Exec: James K. Oehlberg. Sold 81 SFD houses for $11,340,000. Sold 60 attached houses for $6,000,000. Single-family-detached product averages 1800 sq. ft. Attached product averages 1200 sq. ft.
387	$17,288	**Sun State Homes** 4110 Florida Ave. Lakeland, FL 33803	Key Exec: Donald K. Stephens. Sold 205 SFD houses for $15,303,250. Built 15 apartments for $1,215,000. Rents & fees: $620,000. Land sales: $150,000. SFD product averages 1700 sq. ft. Subsidiaries: Palm State Development.
388	$17,250	**Teal Building Corp.** 8600 Staples Mill Road Richmond , VA 23228	Key Exec: Thomas Teal. Sold 135 single-family-detached houses for $17,250,000. Single-family-detached product averages 1800 sq. ft.
389	$17,200	**Fish Construction** 10605 Balboa Blvd. Grenada Hills, CA 91344	Key Exec: Emil Fish. Sold 24 single-family-detached houses for $7,000,000. Built 80 apartments for $7,000,000. Rents & fees: $3,200,000. Single-family-detached product averages 2400 sq. ft.
390	$17,025	**Iacobucci Organization** 2 EF Raymond Drive Havertown, PA 19083	Key Exec: Frank Iacobucci. Sold 39 SFD houses for $5,871,935. Sold 54 attached houses for $5,906,155. Rents & fees: $5,246,467. SFD product averages 1400 sq. ft. Attached product averages 1280 sq. ft. Subsidiaries: Crandel Corp.; Glenhill Builders; Kendel Development.
391	$17,000	**Fairfield Communities** 2800 Cantrell Road Little Rock, AR 72203	*Professional Builder & Remodeler* estimates that in 1991, this firm sold 100 SFD houses for $17,000,000. Key Exec: John W. McConnell. Subsidiaries: Fairfield Green Valley; Fairfield Sunrise Village. Last year, company ranked #199.
392	$16,200	**Poretsky Building Group** 7900 Westpark Drive, Atrium 200 McLean, VA 22102	Key Exec: Martin H. Poretsky. Sold 24 SFD houses for $7,200,000. Sold 62 attached houses for $9,000,000. Single-family-detached product averages 3000 sq. ft. Attached product averages 1600 sq. ft.
393	$16,161	**WesTrend Corp.** 23671 Birtcher Drive Lake Forest, CA 92630	Key Exec: Gordon Youde. Sold 87 single-family-detached houses for $16,160,619. Last year, company ranked #277.
394	$16,046	**Owen Construction** 2035 S. Myrtle Ave. Monrovia, CA 91016	Key Exec: Rick J. Owen. Sold 25 single-family-detached houses for $15,929,000. Rents & fees: $117,000. Single-family-detached product averages 2200 sq. ft. Last year, company ranked #359.
395	$16,000	**The Jonathon Group** 5000 Executive Parkway, #490 San Ramon, CA 94583	Key Exec: Gary Chase. Sold 110 single-family-detached houses for $16,000,000.
396	$15,577	**R/S Development Co.** 12A Sunset Way Henderson, NV 89014	Key Exec: Randell T. Schaefer. Sold 106 single-family-detached houses for $15,507,904. Other income: $69,407. Single-family-detached product averages 2072 sq. ft.
397	$15,500	**Ferruggia Associates** 31-F Mountain Blvd. Warren, NJ 07060	Key Exec: Charles Ferruggia Jr. Sold 23 single-family-detached houses for $15,000,000. Rents & fees: $500,000. Last year, company ranked #445.
398	$15,464	**L.J. Hooker Homes** 6000 Live Oak Parkway, #113 Norcross, GA 30093	Key Exec: Peter Joyce. Sold 81 SFD houses for $8,354,000. Land sales: $7,110,000. Single-family-detached product averages 2000 sq. ft. Parent firm: Hooker Corp., Atlanta. Last year, company ranked #201.
399	$15,100	**Parade Home Builders** 2468 Savox St. Birmingham, AL 35226	Key Exec: Moiz Foulad. Sold 20 single-family-detached houses for $15,100,000. Single-family-detached product averages 5500 sq. ft.
400	$15,075	**Broadmoor Homes** 5405 Oberlin Drive San Diego, CA 92121	Key Exec: George J. Nicholas. Sold 59 single-family-detached houses for $13,275,000. Rents & fees: $1,800,000. Single-family-detached product averages 2500 sq. ft. Last year, company ranked #306.

INDEX OF GIANTS

RANK COMPANY NAME

A.

64. A-M Homes
305. Acacia Construction
61. Ahmanson Dev.
125. Akins Development Co.
270. All American Homes
100. American West Dev.
145. AMPEP Corp.
207. Amurcon Corp. of Virginia
34. Anden Group
284. April Corp.
352. Arco Construction
301. Arker Cos.
146. Artery Organization
53. Arthur Rutenberg Homes
193. Arvida

B.

29. Baldwin Co.
328. Barden & Robeson Homes
72. Barratt American
355. Bay Ridge Properties
331. BBC Group
85. Beazer Properties
222. Bennett & Compton
316. Berry (William L.) & Co.
297. Biltman Building Corp.
110. Borror Corp.
39. Boston Capital Partners
251. Bovis Homes
173. Bozzuto & Associates
260. Braemar Homes
51. Bramalea California
157. Bresler & Reiner
282. Brighton Homes
150. Brisben (W.O.) Cos.
400. Broadmoor Homes
200. Buie Corp.
378. Burkart & Oehlerking
346. Burnside Construction Co.

C.

323. Cali Associates
326. California Community Builders
361. California Homes
307. Calprop Corp.
78. Calton
82. Cambridge Homes
259. Canuso (John B.) Inc.
132. Casden Properties
30. Castle & Cooke Properties
134. Cavalier Homes
280. Cayman Development
1. Centex Corp.
119. Century Homes Communities
35. Champion Enterprises
335. Channing Corp.
376. Choice Homes
279. Christopher Cos.
263. Ciotti Cos.

RANK COMPANY NAME

307. Citation Builders
337. Classic Construction
45. Clayton Homes
114. Coleman Homes
313. Colony Homes
42. Colson & Colson Construction
363. Columbia Builders
103. Commodore Corp.
286. Communities Const. Corp.
365. Community Construction
143. Condiotti Enterprises
348. Contempri Homes
41. Continental Homes Holding
375. Cooley (John) Co.
92. Cooper Communities
20. Coscan Development Corp.
287. Costain Homes
184. Covington Dev. Group
343. Crisp-Lingerfelt Co.
368. Crosland Contractors
153. Crosswinds Communities

D.

113. D.G. Associates
67. D.R. Horton
155. D.W. Hutson Construction
322. Daly Homes
120. David Cutler Group
28. David Weekley Homes
142. Davidson Communities
223. Davis Homes L.P.
32. Del Webb Corp.
310. DeLuca Enterprises
226. Deluxe Homes
171. DeLuxe Homes of PA
147. Di Loreto Construction
224. Diversified Homes
156. Dividend Dev. Corp.
130. DiVosta & Co.
272. Dobson (C. Richard) Builders
311. Drake Homes
40. Drees Co.
144. Dunmore Homes

E.

88. Elliott Homes
138. Embrey Associates
356. Encore Homes
115. Engle Homes
354. Enterprise Dev. Co.
379. EPAC Housing Corp.
208. Epoch Properties
360. Ericksen Communities
270. Estes Home Building Co.
202. Estridge Cos.

RANK COMPANY NAME

209. Evans Withycombe
264. Ewing Properties

F.

391. Fairfield Communities
54. Fairmont Homes
129. Falcon Dev. Corp.
397. Ferruggia Associates
16. Fieldstone Co.
261. First Financial Group
359. Fischer & Frichtel
161. Fischer (Henry) Builder
389. Fish Construction Co.
8. Fleetwood Enterprises
148. Flournoy Construction
59. Forecast Group
66. Forest City Enterprises
229. Frankel Enterprises
384. Friedman Homes
168. Fuqua Homes

G.

140. The Gables Dev. Co.
228. G.L. Homes of Florida
334. Galloway (Don) Homes
257. Garden State Land Co.
69. GBW Properties
178. General Homes Corp.
253. Genesee Co.
52. Gentry Homes
332. Gibraltar Cos.
382. Glick Co.
381. Golden Heritage Corp.
124. Golden West Homes
19. Goldrich & Kest Industries
374. Good Value Homes
211. Goodman Homes
267. Grant Cos.
367. Grayson Homes
386. Greater Midwestern Dev. Co.
196. Gregory Group
90. Griffin Homes
212. Grupe Co.
214. Guerdon Homes
307. Gulf Constructors

H.

187. Habitat For Humanity
323. Haddon Group
295. Hal Porter Homes

RANK COMPANY NAME

303. Hammonds Homes
256. Hansen & Horn Group
79. Harkins Builders
213. Harmon Cos.
337. Harris (E.M.) Bldg.
91. Hassinger Cos./Hoffman Homes
281. Hayden Co.
233. Hazel/Peterson Cos.
342. Hearndon/Rosewell Cos.
351. Hennie Homes
357. Heritage Cos.
303. Heritage Cos.
71. Highland Homes
244. Hill Williams Dev. Corp.
194. Hills Developers
65. Hofmann Co.
269. Holiday Builders
101. Holly Corp.
46. Holtzman & Silverman Const.
364. Home By Hemphill
55. Home Capital Dev. Group
319. Homes by Dave Brown
136. Homes of Merit
398. Hooker (L.J.) Homes
84. Horton Homes
17. Hovnanian Enterprises
167. Hughes-Patwil Homes
49. Hunt Building Corp.

I.

390. Iacobucci Organization
139. Inco Homes
199. Interstate General Co.
258. ITT Community Homes
239. Ivory Homes

J.

268. Jacobsen Manufacturing
160. James Lewis Corp.
205. JCC Development
33. Jim Walter Homes
206. Joe Keim Builders
216. Joe Miller Homes
154. John LaFata Ltd.
238. John Mourier Construction
395. The Jonathon Group
133. Jones (J.E.) Const. Co.

K.

2. Kaufman and Broad
234. Kennedy Group (Fla.)
290. Kennedy Group (Ill.)
204. Kensington Building Corp.
247. Kettler Forlines Inc.
56. Kimball Hill
314. Kirk Corp.
347. Kit Manufacturing Co.
201. Kling Real Estate Ltd.
248. Klutts Homes
218. Kopf Construction Corp.

RANK COMPANY NAME

L.

181. Laing (John) Homes
75. Landstar Homes
195. Larwin Construction Co.
300. Legacy Homes
15. Lennar Corp.
126. Levitt Corp.
10. Lewis Homes Group of Cos.
36. Lexington Homes Inc.
121. Lexington Homes
190. Liberty Homes
291. Life Forms
87. Lincoln Property Co.
237. Lindal Cedar Homes
118. Lowder Construction Co.
336. Lundgren Bros. Const.
26. Lusk Co.
96. Lycon Group
6. Lyon (William) Co.

M.

21. M.D.C. Holdings
344. Manning Co.
327. Marrano/Marc Equity Co.
341. Mastermark Homebuilders Ltd.
296. Matzel & Mumford Organization
254. Mayer Homes
109. McBail Co.
182. McBride & Son Enterprises
219. McComic (R.B.)
166. McGuyer Homebuilders
58. McMillin Communities
292. McStain Enterprises
95. Meeker Dev. Co.
285. Melody Homes
170. Mercedes Homes
302. Michaels Group
158. Milburn Investments
240. Miller and Smith Cos.
151. Mitchell Co.
236. MJC Construction Co.
315. Montalbano Builders
293. Monterey Homes
299. Moore (Harold) Associates
276. Morgan (The C.P.) Co.
70. Morris General Building Co.
246. Mungo Co./Stonehedge Const.

N.

105. Nanticoke Homes
373. National Building Systems
242. Neal, Buskirk & Adams Communities
220. New Fortis Corp.
319. NewCity Corp.
288. Newhall Land & Farming Co.
108. Newmark Home Corp.
339. Newport Pacific Dev.
265. North American Housing Corp.
5. NVR L.P.

O.

48. Oakwood Homes Corp.
330. Oberer Dev. Co.
185. Orange Blossom Hills
106. Oriole Homes Corp.
104. Orleans Cos.
394. Owen Construction
162. Owings & Terry Homebuilding

P.

345. Pacesetter Homes
370. Pacific American Homes
12. Pacific Properties
63. Pacific Scene
276. PacWest Development
62. Palm Harbor Homes
371. Panitz Homes
399. Parade Home Builders
122. Paragon Group
188. Paragon Homes
262. Park Myers Group
275. Parker Lancaster Corp.
128. Pasquinelli Construction Co.
191. Patriot Homes
177. Pembroke Enterprises
282. Pennhill Co.
57. Perry Homes
37. Peters (J.M.) Co.
4. PHM Corp. (Pulte)
176. Picerne Properties
273. Pinn Brothers Construction
392. Poretsky Building Group
163. Post Properties
225. Premier Group
31. Presley Cos.
318. Prometheus Dev. Co.

Q.

123. Quaker Group Builders

R.

396. R/S Development Co.
389. Radnor Homes
94. Rayco
117. Realen Homes
215. Red Seal Dev. Corp.
22. Redman Homes
210. Regency Homes
179. Regis Homes
340. Remington Properties
372. Reynolds Construction
183. RGC (RecreActions Group)
149. Richmarr Construction Corp.
249. Ritz-Craft Corp.
180. Roberts Properties
60. Robertson Homes
317. Robino (Frank) & Associates
74. Robson Communities
361. Rodgers (Sam) Enterprises
289. Rose (Edward) Building Ent.
366. Rose (Michael T.)
197. Rottlund Co.
189. Royce Homes
241. RWS Development Corp.
175. Ryder Homes
3. Ryland Group

S.

159. S&A Custom Built Homes
385. Sandlin (J.B.) Homes
350. Scarborough (Kevin)
380. Schneider Homes
9. Schottenstein (M/I)
89. Schuler Homes
50. Schult Homes Corp.
251. Scott Felder Homes
232. Selective Group
13. Shapell Industries
250. Shawntana
25. Shea Homes
328. Shore West Construction Co.
112. Signature Homes (Nevada)
44. Simpson Cos.
23. Skyline Corp.
174. Spanos (A.G.) Construction
294. Spielman-Cohen Builders
383. Spinelli Homes
319. Stafford Homes
24. Standard Pacific L.P.
76. Stanley Martin Cos.
231. State Wide Investors
298. Stok Homes
325. Stoltzfus (Elam G.)
81. Summit Properties
152. Sun City Center Corp.
387. Sun State Homes
164. Sundance Homes
165. Sunland Communities
116. Sunrise Co.

T.

235. Taylor Morley
73. Taylor Woodrow Homes USA
388. Teal Building Corp.
306. Techbilt Construction
131. Thompson (Kathryn) Dev.
38. Toll Brothers
226. Tompkins Heritage Homes
98. Town & Country Homes
97. Trafalgar House Property
47. Trammell Crow Residential
221. Triad Dev.
358. Triangle Developers

U.

11. U.S. Home Corp.
14. UDC-Universal Dev.
352. United Bilt Homes
186. United Development Mgmt.
243. Universal Constructors

V.

77. Van Daele Development
111. Van Metre Cos.
68. Village Builders
217. Village Homes Ltd.

W.

102. Wallick Construction
27. Warmington Homes
86. Washington Homes
333. Waterloo
18. Watt Industries
99. Wausau Homes
266. Wayne Homes
169. Weingarten Siegel Group
312. Weitzer Services
135. West Venture Dev.
137. Western National Properties
197. Westfield Homes
393. WesTrend Corp.
7. Weyerhaeuser Real Estate
377. Whitlatch & Co.
245. Whittaker Contruction
127. Wick Building Systems
83. Wieland (John) Homes
230. Williamsburg Properties
192. Wilson (Doyle) HomeBuilder
80. Wimpey (George)
93. Winncrest Homes
255. Wiseman-Hughes Enterprises
43. Woodcrest Development
141. Woodside Homes
274. Woodview Development Co.
349. Wooldridge Organization
278. Wynne Building Corp.

Z.

107. Zale Group
172. Zaring Homes
203. Zicka Homes